

CHICAGO JEWELERS' ASSOCIATION BANQUET NUMBER

OF

THE JEWELERS'
CIRCULAR
AND HOROLOGICAL REVIEW.

PUBLISHED BY
THE JEWELERS' CIRCULAR
189 BROADWAY * PUB. CO.
NEW YORK *

Promises Are One Thing.

Performances Another.

With an immense stock of goods, including everything we illustrate, with ample room space, with a large force of clerks, with a good system, with the personal supervision of both members of the firm, with our refusal to retail, we were enabled to ship the immense number of packages as per schedule below, so that Jewelers who sent us their orders during the rush were not disappointed.

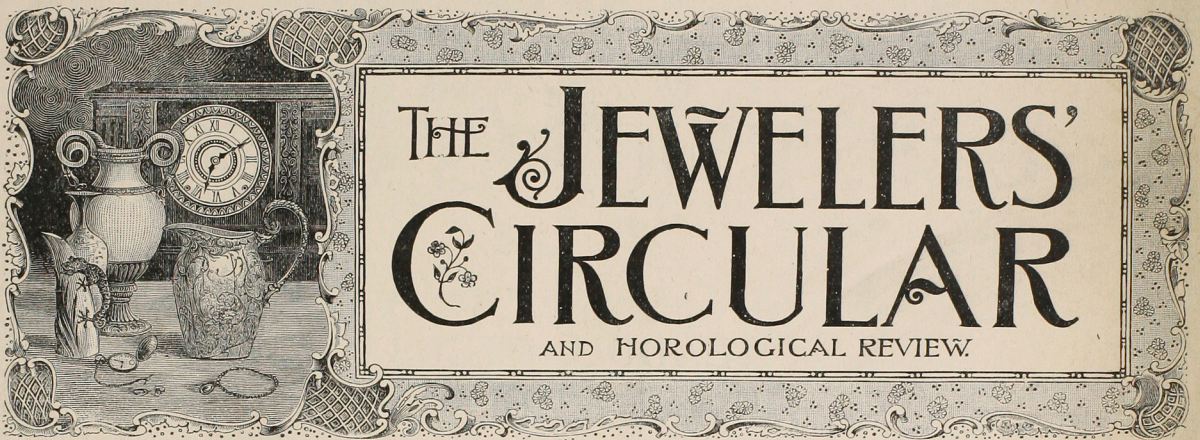
	Am. Ex.		U. S. Ex.		Ads. Ex.		W. F. Ex.		N. P. Ex. & Nat.			
	PKGS.	BOXES	PKGS.	BOXES	PKGS.	BOXES	PKGS.	BOXES	PKGS.	BOXES	FR'GHT	MAIL
1	25	7	33	2	38		8		10		5	117
2												245
3	13	2	17	4	23	1	6	4	4		29	58
4	22	1	33	3	27	6	11		7	3	31	100
5	30	4	33	3	44	1	8	2	10		20	95
6	36	7	28	3	27	3	12	1	8		41	102
7	32	6	27	4	36	1	8		4		21	82
8	35	5	51		41	2	16	2	7		12	94
9												265
10	33	4	37	5	40	3	19		11		16	134
11	36	2	37	2	45	5	24	1	15		11	120
12	39	6	47	2	49	6	14		9		15	120
13	53	4	43	4	51	6	9	1	18	1	24	134
14	43	10	55	4	43	3	12	3	13		12	143
15	108	2	108	5	101	11	25		25	13	17	121
16												536
17	50		57	5	73		29		21		29	310
18	61	3	61	13	83		27		20	4	8	167
19	80	7	76	4	59	7	23	1	13		9	215
20	102	4	108	4	73	6	23	1	16	1	6	125
21	98	5	97	4	85	4	31		20	1	1	191
22	272	7	230	4	283	6	40	2	58	2	9	721
23												1634
24	50	1	34	2	24	1	9		7	1	5	95
25												229
26	31	1	28		26		12		8			109
27	15		37	1	31	2	4		4		2	128
28	19		27		23	1	10		6		2	116
29	26	1	27	3	33		8		9		1	183
30												291
31	29	1	24	1	33	1	14		6		8	142
												259
1338	90		1355	82	1391	76	402	21	329	26	334	3922
												9366
												Total

Shipments made during December, 1894, for which we hold receipts.

Lapp & Flershem, CHICAGO.

Our stock is complete, many new goods being added daily, for which orders are solicited.

Headquarters for everything needed by Jewelers.



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189 Broadway, New York.

Entered at the Post Office in N. Y. as second-class matter.

VOL. XXIX.

NEW YORK, WEDNESDAY, JAN. 30, 1895.

No. 27.

THE CHICAGO JEWELRY TRADE IN PEN AND PICTURE.

EVENTS of 40 years ago are vividly recalled to mind by hundreds in the jewelry trade of to-day, and yet, at that jeweler, opened at 77 Lake St., the business street of those days, in a two-story frame building two doors east of the old Tremont now the site of the First National Bank. Mr. Speer's business was burned out in a fire that destroyed the Tremont House, but



THE "MAIDEN LANE" OF THE WEST.—EAST SIDE OF STATE ST., CHICAGO, LOOKING NORTH FROM MONROE ST.

time, 1855, Chicago was a-borning and boasted not the convenience of a jobbing jewelry house. Later in that year, however, Isaac Speer, Chicago's first wholesale

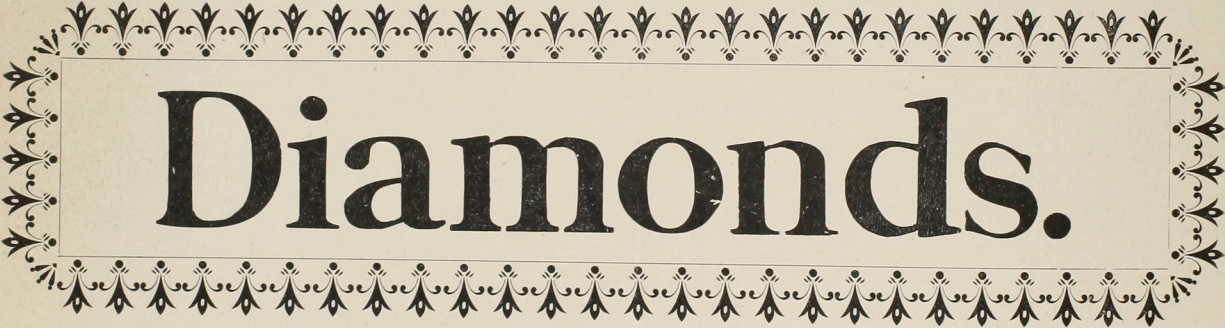
House. A dull day was passed in shooting prairie chickens where now is 12th St., ducks at Bridgeport, and the younger generation poled rafts on Dearborn St. near Monroe,

he saved his stock and moved across the street, returning to his first location on the completion there of a new brick structure. He built up a business of \$100,000 to \$200,-

C. H. KNIGHTS & CO.,

HEADQUARTERS

FOR



Diamonds.

Imported direct from

AMSTERDAM.

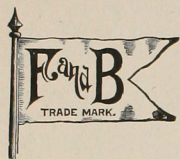
Columbus
Memorial
Building,



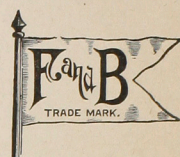
OUR TRAVELERS ARE JUST
STARTING OUT WITH A LARGE
STOCK OF NEW GOODS. WAIT
FOR THEM.



Chicago,
U. S. A.



FOSTER & BAILEY,



100 RICHMOND ST., PROVIDENCE, R. I.

Manufacturing Jewelers and Silversmiths.

925/1000.

HEADQUARTERS FOR MANICURE GOODS.

Garters

Scissors

Bag Tags

Hat Marks

Pen Wipers

Emery Balls

Match Boxes

Coat Hangers

Pocket Knives

Pocket Combs

Paper Cutters

Seals, Button Hooks

And Silver Novelties

Without End, all Sterling.

Link Buttons

Neck Chains

Glove Buttoners

Chain Mountings

Shirt Waist Sets

Crosses, Earrings

Solid Gold Locket

Locket and Charms

Silver Belt Buckles

"Mount Hope" Buttons

Bracelets and Padlocks

Pins and Neck Buckles

Rolled Plate Watch Chains

$\frac{1}{10}$ Gold Vest and Dickens Chain.

And also those

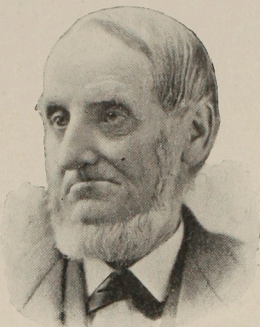
HANDY SETS FOR TOILET IN LEATHER ROLLS.

ooo a year, but failed in the crisis of 1857 and lost \$200,000 through the panic.

Isaac Speer was followed by Oppenheimer & Metzger a few months after his opening, and in 1863 came Marcus Kronberg. C. F. Happel went to Chicago from Dixon, Ill., in that year, and opened a retail store at 23 N. Clark St., and in 1866 established a wholesale business at 124 Lake St. Mr. Happel may thus claim to be the first jeweler in Chicago among those now doing business. Subsequent to Mr. Happel's coming, jobbing houses followed in quick succession. Among these were Quimby & Co., which later became Benj. Allen & Co.; W. B. Clapp & Co., now Otto Young & Co.; B. F. Norris & Co., changed now to B. F. Norris, Alister & Co.; Giles Bros., Chas. Wendell, B. F. Ashelman, Kearney & Swartchild, and others.

Thus at the time of the great fire in 1871 it will be seen that the jobbing trade was in its early youth. Following the fire the growth in numbers and importance was steadily augmented, until to-day this department of the trade stands forth in lusty manhood and invites comparison as being fully representative of the great distribut-

stands pre-eminent. Chicago is dependent on the east for supplies; the east is dependent on Chicago for their distribution.



ISAAC SPEER.

THE EARLIEST WHOLESALE JEWELER IN CHICAGO.

Let the retail jeweler, in fancy, accompany THE CIRCULAR representative in a visit to the trade as seen at the present day. A leading center of attraction is the Columbus Memorial building, illustrated herewith. Of beautiful architectural propor-

tions, the structure is built of steel and terra cotta, lined with marbles throughout its fourteen stories. Among buildings this is the jewelry palace of Chicago, the home of the Chicago Jewelers' Association, and within its walls is, probably, the greatest concentration of jewelry interests in any one building in the world. Taking an elevator to the 14th floor we find Tatsch & Wild displaying pearls and precious stones. A visit to the diamond cutting works of Stein & Ellbogen Co. would here be interesting, but we failed to ask for the necessary permit from the salesrooms of the company on the 4th floor and a "No Admittance" sign confronts us. Dropping to the 9th floor, we greet at his downtown office Dr. H. M. Martin, president of the Chicago Ophthalmic College, and continue to the 8th floor, where we enter upon eight floors filled solidly with jewelry and cognate houses, and solid houses,

of which organization he is the acting secretary, and also on the Waterbury Watch Co., F. H. Noble & Co. and Heintz Bros. Passing to the 6th we meet the Wadsworth Watch Case Co., A. C. Becken, O. W. Wallis & Co., George H. Fuller & Son, T. W. Adams & Co. and Jules Racine & Co.

The 5th finds us in the home of the watch manufacturer and jobber, including such houses as the American Waltham Watch Co., M. A. Mead & Co., Keystone Watch Case Co., Courvoisier-Wilcox Mfg. Co., Jos. Fahys & Co., Brooklyn Watch Case Co. and New York Standard Watch Co.

On the 4th are found G. W. Marquardt & Sons, Stein & Ellbogen Co., Crescent Watch Case Co., Louis Manheimer, M. F. Barger, Western Watch Case Co. and Wal-lach & Schiele.

F. M. Sproehle & Co. and C. H. Knights & Co. have elegant salesrooms on the 3d floor, and here we also meet the Self-Winding Clock Co. and J. W. Forsinger.

Pitkin & Brooks display porcelain and art wares on the 2d, and also have a store on the street level. Thence we pass to the retail house of Hyman, Berg & Co., who have



COLUMBUS MEMORIAL BUILDING.
HOME OF THE CHICAGO JEWELERS' ASSOCIATION.

ing center of western commercial life.

In jewelry manufacturing Chicago is not strong and comparatively little in this line is done, but as a central supply depot for placing the products of eastern factories in the hands of dealers in the great west, she

too. Aikin, Lambert & Co., Aikin-Lambert Jewelry Co., S. N. Jenkins, A. H. Reinke, F. A. Buck, and C. T. Wittstein engage our attention here. On the 7th floor a pleasant call is made on Abner Hurd, at the handsome rooms of the Chicago Jewelers' Asso-



MASONIC TEMPLE.

the double store on the corner of State and Washington Sts., and our visit to the jewelry palace is completed.

North one block, at the northeast corner State and Randolph Sts., stands the Masonic Temple, also illustrated herewith,

Pairpoint MANUFACTURING COMPANY.

Gold and Silver Plate

WE ARE MAKERS OF THE
LARGEST AND LOWEST PRICED

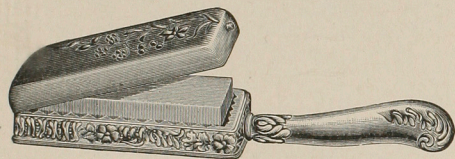
.....LINE OF.....

"Crown Pairpoint" China,

Rich Cut Glass,

Fine Decorated Art Goods,

.....TO BE FOUND IN THIS COUNTRY.



No. 2832. KNIFE SHARPENER.



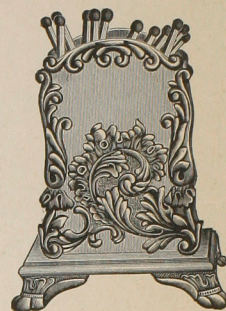
No. 4908. SMOKING SET.

"WHEN IN DOUBT"

--- BUY ---

✻ **PAIRPOINT GOODS.**

Factories, New Bedford, Mass.



No. 3749. MATCH HOLDER.

HOLIDAY NOVELTIES

.....OF EVERY DESCRIPTION.

FREE

OUR LATEST

SILVERWARE CATALOGUE No. 10, or
CUT GLASS CATALOGUE No. 11

Will be mailed you upon receipt of address

SALESROOMS:

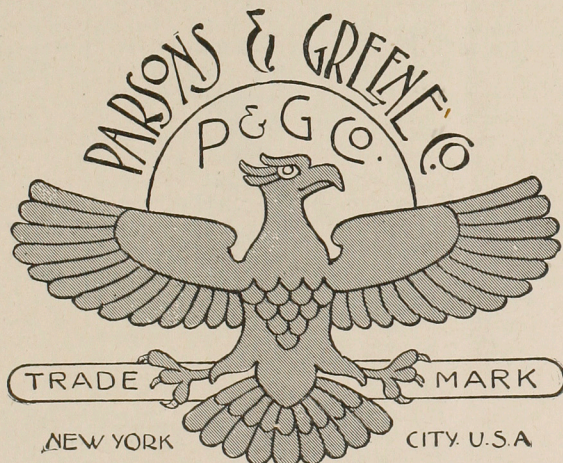
NEW YORK, 46 Murray Street.

CHICAGO, 224 Wabash Avenue.

SAN FRANCISCO, 220 Sutter Street.

MONTREAL, P. Q., Temple Building.

We sell to the legitimate Jewelry and Stationery
trade only.



CHOICE PAPERS

MAKERS OF

FINE STATIONERY

For Correspondence, Wedding and Business Use, handsomely
boxed, specially suited to the Jewelry Trade.

18 MURRAY STREET, NEW YORK.

**FLAT WARE AND
HOLLOW WARE**
STAMPED



IS THE GENUINE.

Manufactured by

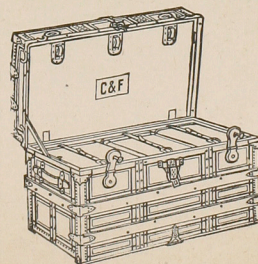
WM. ROGERS M'F'G CO.,
HARTFORD CONN.

H. M. RICH & CO.,
Jewelry · Auctioneers,
21 School Street.
BOSTON, MASS.

CROUCH & FITZGERALD.

Jewelry Trunks
and Cases,
161

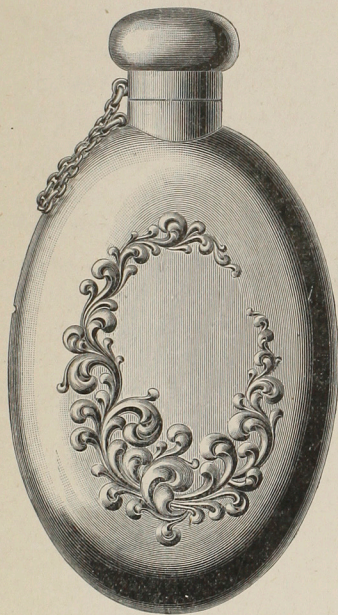
Broadway,
Bet. Cortlandt and
Liberty Sts.,
688 B'way,
701 6th Ave.,
NEW YORK.



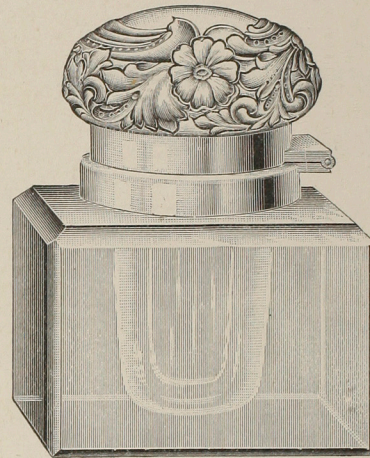
R. WALLACE & SONS MFG. CO.

SILVERSMITHS,

WALLINGFORD, - - - - - CONN.

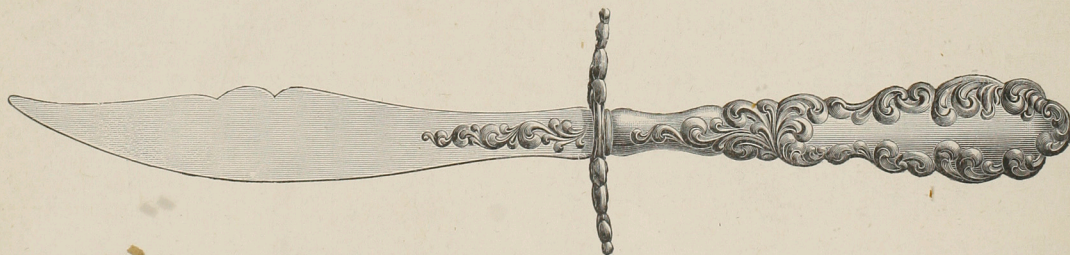


No. 20. FLASK.



No. 53. INK BOTTLE.
CHASED TOP.

Trade Mark.



No. 39. PAPER CUTTER.

NEW YORK
226 FIFTH AVENUE.

SAN FRANCISCO
120 SUTTER STREET.

CHICAGO
86 WABASH AVENUE.

which also is a caravansary for jewelry firms, principal of which are A. Hirsch & Co., M. S. Fleishman & Co., Swartchild &

business offices, salesrooms and local factory.

Crossing State St., adjoining the Colum-

Titus, Schauweker & Chalmers, United States Watch Co., of Waltham, and Reed & Barton, with their choice silver wares.

Again going south, at 113-115 State St., is the large establishment of B. F. Norris, Alister & Co. on the 2d floor, with several manufacturing shops above. At the northeast corner State and Madison Sts. are the Juergens & Andersen Co., and at the northwest corner, the Champlain building, a number of firms, of whom the principal are H. F. Hahn & Co., J. H. Purdy & Co., F. E. Morse Co. and the Wendell Mfg. Co. Between Madison and Monroe Sts. on the east side of State St., are some of the heaviest houses of the city, old established houses of an even international reputation. At 137-139 State St. the great house of the Gorham Mfg. Co. need no words of commendation. Benj. Allen & Co., detailed elsewhere in this number, occupy the 2d and 3d floors of the building illustrated on page 9—the 2d as a salesroom and the 3d for stock and shipping rooms, etc. Simpson, Hall, Miller & Co. take the entire fourth floor of 141-143. Heavyweights are again encountered at 149-151 State St. in the mammoth house of Otto Young & Co., 2d floor; Seth Thomas Clock Co. 3d floor; and Towle Mfg. Co., 3d floor; E. V. Roddin & Co. and G. W. Hook, manufacturer, occupy the 4th floor. At No. 147 are the four floors of the Meriden Britannia Co., replete with plated lines and shipping and repairing facilities. Nearly opposite, on the west side of the street, is the optical house of Chambers, Inskeep & Co. The third floor of No. 155 introduces us to Homan Silver Plate Co. and A. & L. Felsenthal have the 3d floor of No. 158. At the



DENNISON MFG CO.—R. WALLACE & SONS MFG. CO.

Co., and Katlinsky & Gatzert Co., besides many manufacturing shops and prominent lamp houses. The Winslow & Penney Co., with their wheel-cutting machinery and demagnetizing apparatus are an interesting house on the 6th floor. The old established house of Giles, Bro. & Co. continue a retail business on the ground floor corner.

A block south and on the opposite side of State St., at the northwest corner of Washington St., is the Lapp & Flershem building shown in the illustration. Lapp & Flershem occupy the second floor. On the fourth are Simons, Bro. & Co., B. Grieshaber, F. H. Jacobson & Co., J. Milhening, and C. D. Peacock's shop, the latter house having the retail corner on the street. A few doors north at 86 State St., Glickauf & Newhouse have spacious salesrooms on the second floor, well stocked with tools and materials. The third floor is occupied by C. F. Happel & Co.

Leaving here and going one-half block west on the north side of Washington St., we come to the Institute of Arts building, 63-69 Washington St. Goldsmith Bros., refiners and assayers, occupy the 4th floor and basement. The 3d introduces us to the Holmes & Edwards Silver Co. and the Manhattan Silver Plate Co., and near by are R. M. Johnson and the Planchamp & Becker Co. Descending to the 2d, the Geneva Optical Co. are found in possession of this and the 1st floor, comprising the

bus building, stands the Venetian building, on the south side of Washington St. Here



VIEW SHOWING JEWELRY ESTABLISHMENTS WE ALL KNOW.

are located Alfred H. Smith & Co., the E. Howard Watch & Clock Co., Taylor &

northeast corner of State and Monroe Sts M. C. Eppenstein & Co. are the most

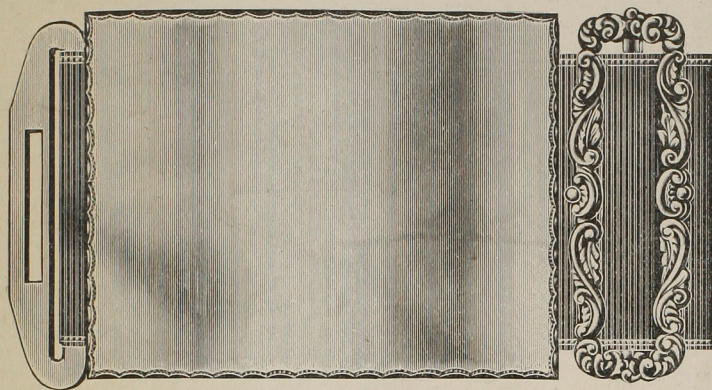
G. W. MARQUARDT & SONS,
 WHOLESALE JEWELERS.
 ANYTHING YOU NEED.
 103 STATE STREET, CHICAGO.



SPECIAL SELLING AGENTS
DUEBER-HAMPDEN WATCHES.
 Leaders in Uniform Low Prices.
 We deal with Jewelers Only.
 No Goods Sold at Retail.
 We would like to Receive your Mail Orders.

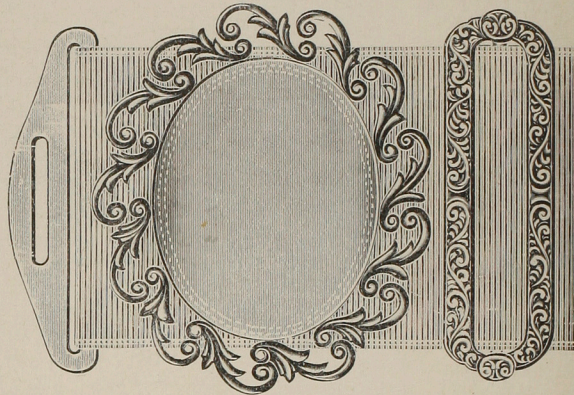
GOODS THAT ARE SELLING.

Sterling Silver Belts Complete with Silk Webbing.
 ASSORTED COLORS. PRICES EACH. SUBJECT TO CATALOGUE DISCOUNTS.



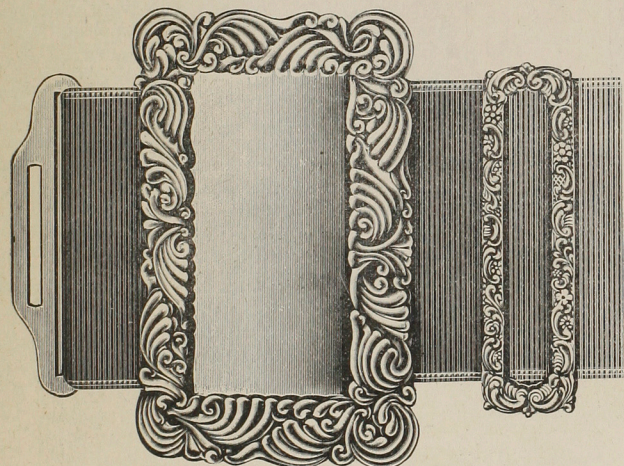
No. 4949. Plain Satin, "Military Style," Good Weight, Suitable for Monogram, - - - -

\$4.12



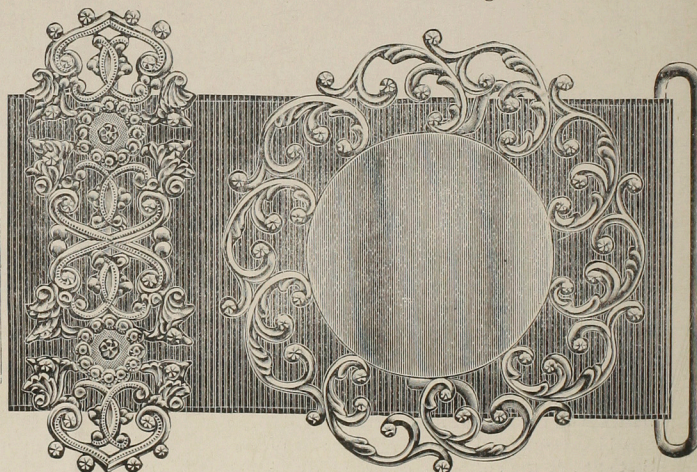
No. 4953. Sterling Silver, Good Weight, Plain Satin Center, Suitable for Monogram, - - -

\$3.00



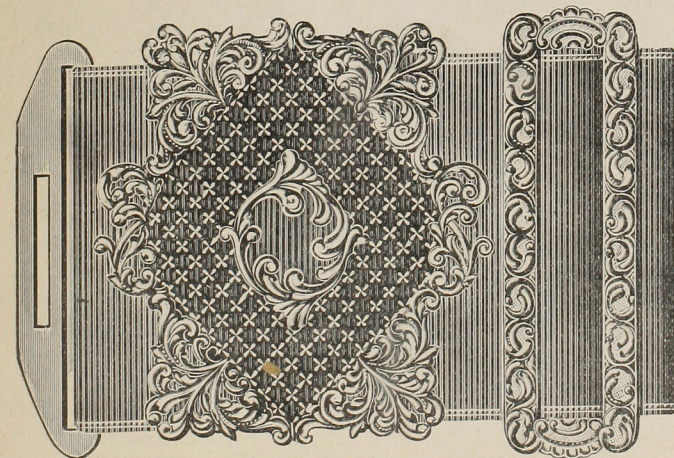
No. 4952. Sterling Silver, Good Weight, Plain Satin Center, Suitable for Monogram, - - - -

\$2.00



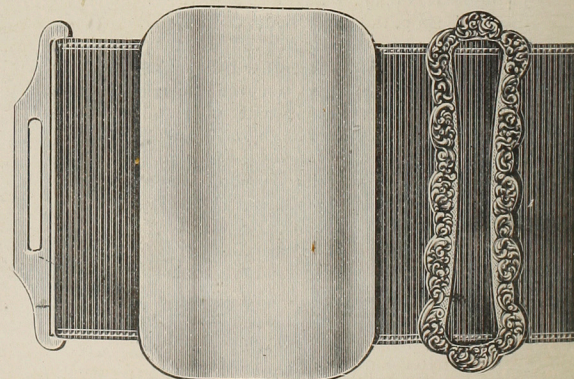
No. 4955. Silver Plated, Plain Satin Center, Good Weight, Four Assorted Shapes, all Suitable for Monogram, - - -

\$1.50



No. 4951. Sterling Silver, Open Work, Good Weight, - - - -

\$4.80



No. 4954. Sterling Silver, Good Weight, Suitable for Monogram - - - -

\$2.66

If you are wanting an assortment of Sterling Silver Novelties, send to us. We lead the world in uniform low prices. A bold statement, but it's true. If you are a watchmaker, or employ one, send for our new 500 page Illustrated Catalogue.

prominent among the houses there located.

While Spaulding & Co. are to be found at State and Jackson Sts., and several manufacturing plants and agencies lie between there and Monroe St., the "Maiden Lane" of Chicago, if confined to one street, would be the district limited by Monroe St. on the south and the Masonic Temple on the north. But a few years ago all the business in a jobbing way was confined within those limits. Then Wabash Ave. advanced its claims as a business thoroughfare which led to the establishment of a number of interests there, particularly in silver plate and clock lines. By the completion of the Columbus Memorial building, the tendency that was then ready to set in toward an advance of the jobbing houses southward was arrested and the trade became even more centralized than before. A general view of the western "Maiden Lane" is given on the first page.

Here we are diverted from State St. to visit the general offices of the Elgin National Watch Co., at 78 Monroe St., wherefrom emanate the methods of distribution of their enormous production. At the northeast corner Monroe and Dearborn,

Bailey, whom every one knows. Returning to Madison St. we visit the silver plat-

manufacturing optical house of F. A. Hardy & Co., and next door, at Nos. 42-44, G. A. Webster, representing also as western agent, the A. F. Towle & Son Co. and E. G. Webster & Son. Passing on to Wabash Ave. we call at No. 86, the western home of R. Wallace & Sons Mfg. Co., and immediately south the Dennison Mfg. Co., which are shown in the illustration on page 7. Hamilton & Rogers Co. are located at Nos. 110-112, and Theodor Shrader & Co. and Barbour Silver Co. occupy the northeast corner of Wabash and Madison. Thence we go to the finely arranged salesrooms of the Ansonia Clock Co. and the Meriden Silver Plate Co. (shown in cut) at 133-135 Wabash. Directly across the street an elevator is taken for the Waterbury Clock Co.'s salesrooms, and at No. 211 the New Haven Clock Co. are visited. A little further down on the east side of the avenue, at No. 123 are the very handsome salesrooms of the Pairpoint Mfg. Co., showing a grand display of silver and cut glass, with elegant surroundings.

These comprise the leading features of interest in the central district of the jobbing trade. The Chicago and Aurora Smelt-



BENJ. ALLEN & CO.—SIMPSON, HALL, MILLER & CO.

ing plant of Chas. A. Allen at 100-102; thence pass to L. Manasse, 88 Madison St., and crossing State St. find the Wm. L.



SOME OF THE HEAVY-WEIGHTS.

one meets the well-known houses of Bates & Bacon, Ostby & Barton, and Foster &

Gilbert Clock Co. in convenient salesrooms at 54-56 Madison St. At Nos. 46-48 is the

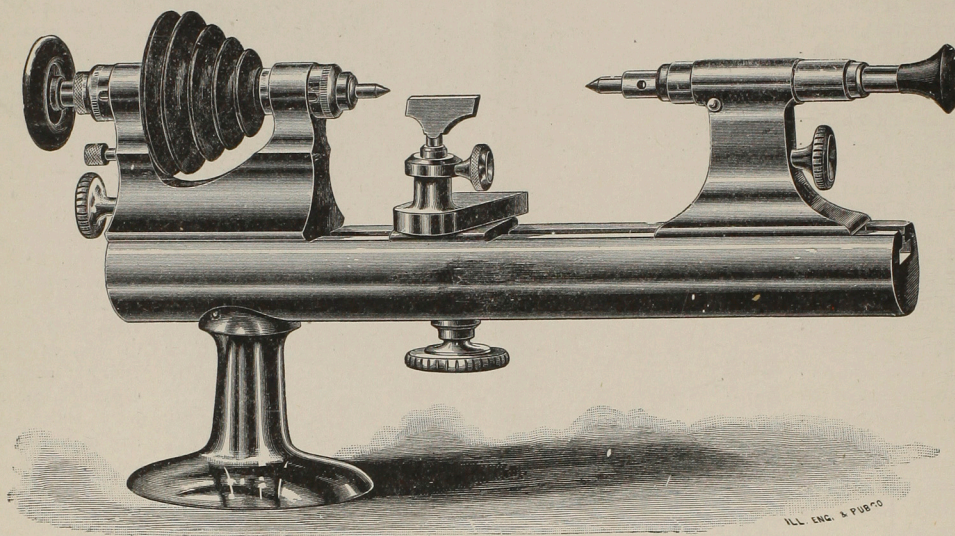


ANSONIA CLOCK CO.—MERIDEN SILVER PLATE CO.

ing and Refining Co.' in the Woman's Temple, corner La Salle and Monroe Sts.; W. S.

—OUR LEADER.—

THE "ACME" LATHE
IS NICELY NICKEL-PLATED AND WELL FIN-
ISHED THROUGHOUT.



WE GUARANTEE THE
"ACME" LATHE
TO BE HARD AND TRUE.

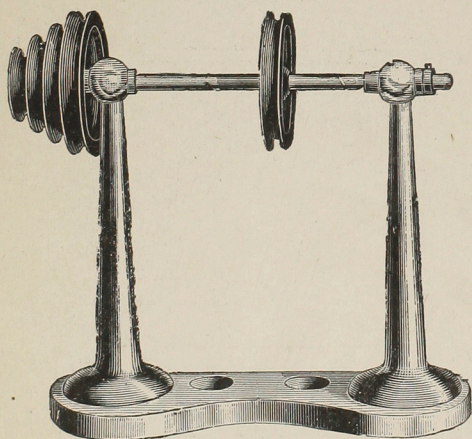
THE GENUINE "ACME" LATHE, No. 1 x 2 HARD.

Guaranteed to be hard and true. Dimensions of Lathe:--Length of bed, 9.50 inches; bed to center, 1.75 inches; swing, 3.50 inches.

Same size in every respect as the No. 1 x 2 Moseley, with which all parts and attachments will interchange. Combination consists of: 1 Lathe, No. 1 x 2 hard; 10 Wire Chucks; 3 Step Chucks; 1 Screw Chuck; 6 Brass Cement Chucks, $\frac{1}{4}$ inch; 1 Brass Cement Chuck, $\frac{1}{2}$ inch; 1 Brass Cement Chuck, 1 inch; 2 Steel Tapers; 9 feet Belting; 1 Oak Chuck Box

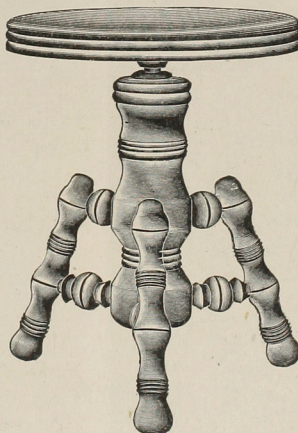
\$19.50

If not satisfactory after 10 days trial, Lathe can be returned and Money will be Refunded.



THE "ACME" COUNTERSHAFT.

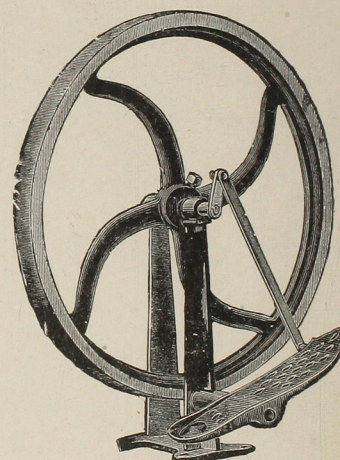
Nickel plated, runs in babbitt metal bearing, - \$1.25



THE "G. & N." WATCHMAKERS' STOOL.

Hardwood Seat, 13 inches in diameter, finished in Ebony, Oak, Walnut and Mahogany. The best made.

Price - - - - - \$1.50



THE "ACME" HEEL AND TOE FOOT WHEEL,

\$2.00

ALL PRICES ARE SUBJECT TO 6 PER CENT. DISCOUNT FOR CASH.

Any of the above articles at price given or the entire outfit, consisting of one "Acme" Lathe, with 14 chuck combination, as above described, one "Acme" Foot Wheel, one "Acme" Countershaft, and one G. & N. Watchmakers' Stool, for the next 30 days for **\$23.90**

GLICKAUF & NEWHOUSE, 84 & 86 State Street, Chicago, Ill.

& J. B. Wilkinson, on Superior St.; Harding Bros., 1036 Lincoln Ave., and others

What a remarkable change has been effected in so short a time as has passed



GENEVA OPTICAL CO. HOLMES & EDWARDS. MANHATTAN SILVER PLATE CO. GOLDSMITH BROS.

that do not now come to mind, are houses that are worthy inspection.

since Isaac Speer, the first jobber first led the way in 1855!

George Wilkinson's Will Entered For Probate.

PROVIDENCE, R. I., Jan 25.—The will of the late superintendent George Wilkinson, of the Gorham Mfg. Co., was entered for probate in the Municipal Court before Judge Spink this morning. The will makes no public bequests and leaves the whole estate intact among the members of the family. John F. P. Lawton and the deceased's son, William S. Wilkinson, are named as executors and trustees of the estate, exempt from giving bond.

The first provision sets aside for the sole use of his widow, Harriet Wilkinson, the household estate and all the household effects and horses and stable equipments and an absolute bequest of \$50,000 in common stock, par value, of the Gorham Mfg. Co. To his sister, Mrs. Anna Dillon, of Montpelier, Vt., he bequeaths \$2,000. The residue of the estate he places in the hands of his trustees, to be held in trust for the benefit of his widow, who is to receive all incomes after all expenses have been paid. At her death the estate is to be equally distributed among his ten children, Mrs. Jessie Crooker, Walter Wilkinson, William S. Wilkinson, Arthur W. Wilkinson, John B. Wilkinson, Mrs. Amey H. Jackson, Mrs. Harriet S. Taylor, Mrs. Esther Ann Hull, Mrs. Ruth Wheaton and Robert Wilkinson.

Loans of \$5,000 to Walter; \$5,000 to William S.; \$3,000 to Arthur W.; \$5,000 to John B. and \$3,000 to Robert are to be added to the inventory and deducted from the shares of these children. It is understood that the inventory of the estate will be about \$150,000. The witnesses of the will are Theodore A. Barton and Frederick C. Lawton.

Ino. W. Reddall & Co.,

107 HAMILTON ST.,

NEWARK, N. J.

SIDE COMBS *in fourteen karat gold.*

*A great variety of patterns at
prices within reach of all.*

KELLER, ETTINGER & FINK,

SELECTION ORDERS SOLICITED.

24 JOHN STREET, NEW YORK.

DEALERS IN

American Watches.

MOUNTERS OF

Fine Diamond Jewelry.

IMPORTERS OF

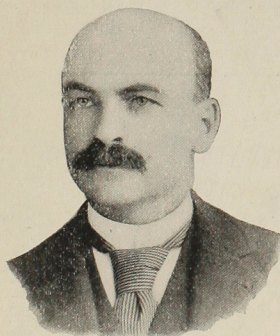
Diamonds.



HISTORY OF THE CHICAGO JEWELERS' ASSOCIATION.

CHICAGO, Jan. 25.—A well remembered truism of childhood's teaching, that "great oaks from little acorns grew," is paralleled in the remarkable growth of the Chicago Jewelers' Association, which, as a corporate body, from the acorn of small beginnings has grown to be a tower of strength in western commercial life. Dean Swift has immortalized the separate races of the Lilliputians and the Brobdingnagians; the Chicago Jewelers' Association has shown to the world the development of a Lilliput into a Brobdingnag whom the thongs of neither tariff reform nor currency legislation can long keep bound. The tracing of such a development is not without its interest to members of the present day, and as a matter of practical business is worthy of emulation by trade associations which have not already done so.

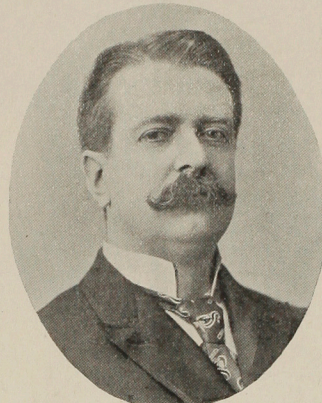
In a gathering of a dozen jobbers of jewelry in a little back room in this city, May 20, 1876, was sowed the germ that, nurtured by the genial warmth of enthusiastic but withal conservative leaders, has come to mature growth the fruitage of which has been of such marked value to the members. This small gathering consisted



GEORGE M. WALLACE.
VICE-PRESIDENT.

of W. A. Giles, L. J. Norton, H. Oppenheimer, Benj. Allen, Otto Young, C. Wendell, J. H. Weber, L. W. Flershem, W. M. Alister, S. H. Hale, W. F. Tompkins, and D. R. Grow. A permanent organization was effected June 16th following, with these firms as members: C. Wendell & Co., W. B. Clapp, Young & Co., Waterbury Clock Co., Benj. Allen & Co., Giles, Bro. & Co., Weber & Co., Elgin National Watch Co., H. F. Hahn & Co., American Watch Co., Lapp & Flershem, B. F. Norris, Alister & Co., American Clock Co., Henry Oppenheimer & Co. and N. Matson & Co. Of these C. Wendell & Co. and Weber &

Co. have passed out of existence; Giles, Bro. & Co. retired from the wholesale business; N. Matson & Co. went out of the job-



GROVE SACKETT.
PRESIDENT.

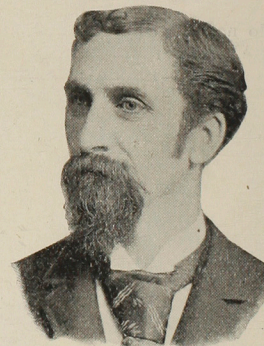
bing trade and were succeeded by Spaulding & Co. in the retail; the American Clock Co. became the Seth Thomas Clock Co.; the American Watch Co. changed its name to the American Waltham Watch Co.; Henry Oppenheimer moved to New York; W. B. Clapp, Young & Co. developed into Otto Young & Co.

Effective co-operation during the next four years led to their incorporation May 7, 1880, with the object of "cultivating friendly relations, promoting the interests of its members obtaining and distributing accurate and reliable information among such members as to the standing of jewelers," and other matters pertaining to their interests and welfare as business men. As year by year the progress of the association became more marked, the exigencies were met by a thorough systemizing of the office work and the employment of an assistant secretary. Clerical assistance has been added as required, office room increased, and departments added for the accomplishment of work not originally contemplated by the founders. Chief among these was a collection bureau, established in 1888, which has proved a valuable adjunct.

It would seem but natural to expect a slow growth in membership as the years advance, but this, it seems, is not the case with the Chicago Jewelers' Association. Since 1892, but three years ago, this commercial body has shown an increase in membership of 25 per cent. and at present the membership numbers 52, comprising the largest and strongest houses of the city, houses which owe their present

high position largely to the business ability of the very men who meet at the association rooms on the seventh floor of the Columbus Memorial building the first Tuesday of each month, to discuss the current topics of general trade interest. The hospitality of Chicago jewelers is proverbial. During the World's Fair the association as a body, not to be outdone by the individual members, opened handsome clubrooms in the Columbus Memorial building, established a bureau of information for visiting jewelers, and became the host to jewelers, strangers in this city, not only from various sections of the United States, but from many foreign countries.

A full list of the Association members follows: Benj. Allen & Co., Ansonia Clock Co., Courvoisier-Wilcox Mfg. Co., Crescent Watch Case Co., Dennison Mfg. Co., Elgin National Watch Co., Jos. Fahys & Co., Geneva Optical Co., Wm. L. Gilbert Clock Co., Gorham Mfg. Co., H. F. Hahn & Co., C. F. Happel & Co., F. A. Hardy & Co., A. Hirsch & Co., Holmes & Edwards Silver Co., E. Howard Watch & Clock Co., Juergens & Andersen Co., Keystone Watch Case Co., C. H. Knights & Co., Lapp &



J. A. TODD.
SECRETARY AND TREASURER.

Flershem, Lyon & Healy, L. Manheimer, G. W. Marquardt & Sons, M. A. Mead & Co., Meriden Britannia Co., Meriden Silver Plate Co., F. E. Morse Co., H. Muhr's Sons, New Haven Clock Co., B. F. Norris, Alister & Co., Pairpoint Mfg. Co., Reed & Barton, Robbins & Appleton, Rockford Silver Plate Co., Rockford Watch Co., Rogers & Hamilton Co., Roy Watch Case Co., Seth Thomas Clock Co., Simons, Bro. & Co., Simpson, Hall, Miller & Co., Alfred H. Smith & Co., F. M. Spreehnle & Co., Adolphe Schwob, Stein & Ellbogen Co., Towle Mfg. Co., R. Wallace & Sons Mfg.

=The
=Directors
=of the

=Chicago
=Jewelers'
=Association.



Co., O. W. Wallis & Co., Waterbury Clock Co., Waterbury Watch Co., Western Watch Case Mfg. Co., W. S. & J. B. Wilkinson, Otto Young & Co.

The business merits of the members of the Chicago Jewelers' Association are known to all the world; the banquet of last evening was an eloquent testimonial to their services as useful members of the world social.

Dull Business Drives Samuel Goodman to the Wall.

NEW HAVEN, Conn., Jan. 24.—Samuel Goodman, the Chapel St. jeweler, made an assignment in the Probate Court Tuesday morning through his attorney, David Strouse, naming jeweler Samuel H. Kirby as the trustee. Pending further action, at the request of Attorney Strouse, a precept was issued from the Court to Deputy Sheriff James H. Peck to take charge of the store.

The assets are said to be equal in amount with the liabilities, ranging in the neighborhood of \$20,000. Accountants have been at work preparing a statement for the creditors. Dull business is the prime cause of Mr. Goodman's condition, and it is natural that in these times those in the jewelry trade are the first to suffer.

Mr. Goodman is a nephew of Edward Engel, the wealthy jeweler and pawnbroker of this city, whose estate is estimated at \$150,000. He was for years in his

uncle's store here. Notwithstanding his popularity he has attended strictly to his business, which was supposed to be profitable.

A circular letter has been sent out by Mr. Goodman to his creditors in New York and Boston asking that they compromise with him on a basis of 40 per cent. on the dollar. A meeting of the creditors has been called for Monday morning, Jan. 28, at the office of Herzog, Goldsmith & Frank, New York.

Aftermath of the Fire at the Winsted Optical Co.'s Works.

WINSTED, Conn., Jan. 24.—A meeting of the directors of the Winsted Optical Co. was held Jan. 21st. The situation regarding the recent fire was discussed, but no decisive action was taken, and the meeting was adjourned until after the insurance has been adjusted. The company expect to resume business as soon after the adjustment as possible. The company have been doing a good business and their capital was recently increased from \$30,000 to \$45,000.

A great deal of their fine machinery is damaged beyond use. The company, about two years ago, bought out Smith, Lesquerieux & Co., Springfield, and the price paid was about \$10,000. All this machinery was in the factory. In a graceful, open letter, from secretary F. A. Clark, the fire department is highly praised.

The Circular's Silver Stamping Bill in the Arkansas Legislature.

LITTLE ROCK, Ark., Jan. 22.—Mr. Gray introduced to-day House Bill No. 66, an act to regulate the sale of goods marked "sterling silver;" misdemeanor to sell or keep such goods unless .925 pure silver, etc.

This measure is the one drafted by THE JEWELERS' CIRCULAR.

The Incorporation of the F. M. Whiting Co.

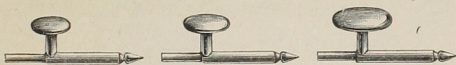
NORTH ATTLEBORO, Mass., Jan. 25.—The F. M. Whiting Co. have incorporated with a capital stock of \$100,000 in single shares of \$100 for the manufacture and sale of silver, jewelry and novelties.

The promoters are Florence L. Whiting and Josephine S. Whiting.

Wm. H. Dietz, 117 Dearborn St., Chicago, has just published the fourth edition of his engravers' monogram book, containing more than 2,200 different designs arranged alphabetically, and indexed so one can find any monogram in 10 seconds' time. The letters are in outline, so that one can see how the letters are intertwined. They can thus be enlarged or reduced quickly. This book does away with the making of special designs to show to customers. The book can be ordered from your jobber, or from Mr. Dietz direct, as announced in his ad. elsewhere in this issue.

THE LINE OF THE NOW WELL KNOWN

L. E. & Co. SPRING BACK STUDS



WILL BE UNSURPASSED FOR
PRICE, VARIETY, STYLE AND WORKMANSHIP.

.....WE MAKE.....

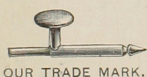
THE INTRODUCTION OF NEW MANAGEMENT AND METHODS IN OUR FACTORY WILL ENABLE US TO MAINTAIN OUR REPUTATION FOR EXCELLENCE OF PRODUCTION, AND AT THE SAME TIME PLACE OUR GOODS BEFORE THE TRADE AT PRICES THAT WILL COMMAND ATTENTION

LINK BUTTONS in popular patterns at right prices
GENTLEMEN'S RINGS with all the correct Stones, Jades, Jaspers, Corneliangs, Garnets, Etc. SIGNET RINGS.

LADIES' RINGS in the greatest variety of combinations.

CHILDREN'S RINGS in all styles.

STONE SEALS. A full line in Jades, Jaspers and Sardis.



OUR TRADE MARK.

LARTER, ELCOX & Co.,

21 & 23 MAIDEN LANE, NEW YORK.

Factory, Cor. Mulberry and Chestnut Sts., Newark, N. J.

ADELPHI SILVER PLATE CO.,

JOHN SCHIMPF & SONS, Proprietors.

Manufacturers of Finest Grades of

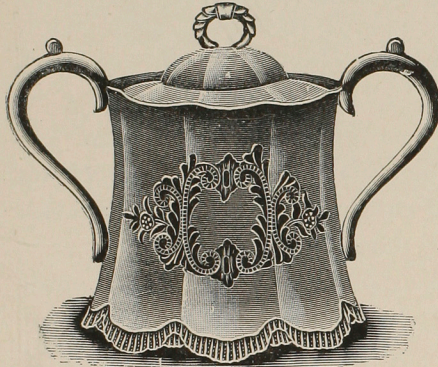
ELECTRO SILVER PLATED WARE.

Original and Artistic Goods of our own Design Heavily Silver Plated on Hard White Metal.

NEW YORK OFFICE,
62 JOHN STREET,

CHICAGO OFFICE,
L. SELIGSBERGER,
34 MONROE STREET.

FACTORIES,
124-130 PEARL STREET,
BROOKLYN N. Y.

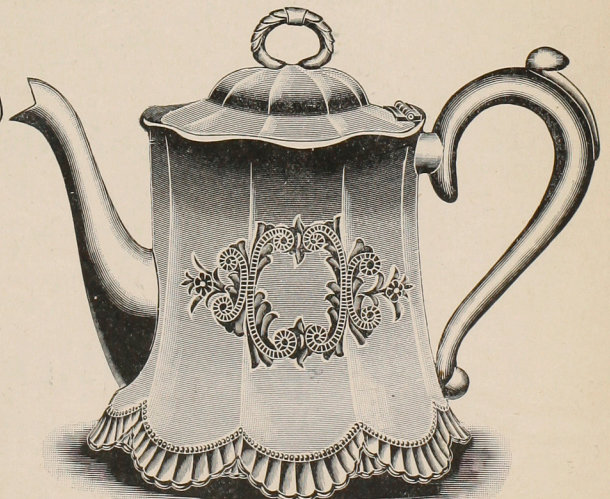
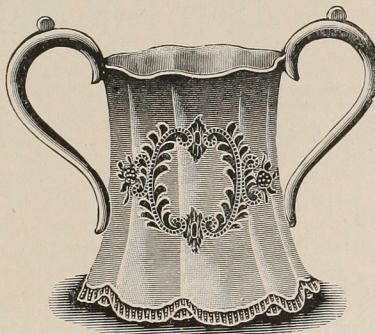
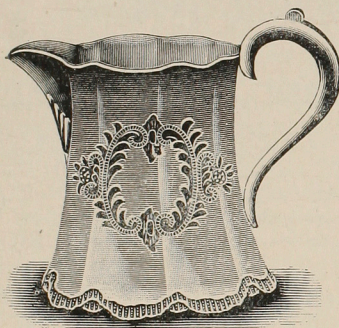


AN EXCELLENT SELLER!!!
Our No. 15 "Antique" Tea Set.
Five pieces. One-third size.
Cream and Spoon Holder. Gold
lined. All satin, bright cut.



No. 25. Fern Dish.

We offer one of the finest and most
complete lines in these goods
ever shown.





Our Salesman

We beg your pardon

for any seeming delay in filling your orders during the Holiday rush, but we weren't entirely to blame when you think of it.

We repeatedly warned you to send in your orders early, and not get left; we made provision by doubling our former stock orders, and increased our force of employees 33¹/₃ per cent., but still couldn't take care of the rush as promptly as we would have desired, and we were compelled to have our employees **work Day and Night during December** to keep up with the ever increasing demand made of us, and boarding them at a neighboring hotel to save time.

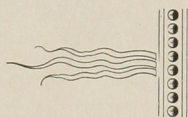
There is, however, one gratifying truth and thought back of it all **both for you and ourselves**, and that is, that **Our Prices were recognized by close buyers** as being the lowest, and which they took advantage of.

Below examine **Opening and Closing Hours** of our place of business during December 1894, as furnished by the Chicago Electric Protective Co.:

OPENING AND CLOSING TIME FOR DECEMBER, 1894.

1894	<u>CLOSED</u>	<u>OPENED</u>	1894	<u>CLOSED</u>	<u>OPENED</u>
Dec. 1	11.59 P. M., Evening,	7.45 A. M.	Dec. 14	12.35 A. M., Morning,	7.48 A. M.
" 2—Sunday,	1.42 "	11.15 "	" 15	3.09 "	7.48 "
" 3	11.11 "	7.25 "	" 16—Sunday,	5.40 P. M., Evening,	10.42 "
" 4	11.55 "	7.33 "	" 17	1.58 A. M., Morning,	7.05 "
" 5	11.07 "	7.40 "	" 18	2.09 "	7.51 "
" 6	3.45 A. M., Morning,	7.42 "	" 19	2.31 "	7.48 "
" 7	1.48 "	7.40 "	" 20	3.55 "	6.10 "
" 8	12.10 "	7.57 "	" 21	3.02 "	7.20 "
" 9—Sunday,	4.35 "	11.23 "	" 22	1.32 "	7.19 "
" 10	12.43 "	7.48 "	" 23—Sunday,	6.53 P. M., Evening,	9.45 "
" 11	4.00 "	7.48 "	" 24	11.16 "	7.40 "
" 12	4.30 "	7.58 "	" 25		
" 13	12.36 "	7.40 "	" 26	1.20 A. M., Morning,	7.18 "

ONE THING TO REMEMBER



that our prices for 1895 will always be bottom, and such that will prove interesting to you as a close buyer. We want your trade. Wishing you a Prosperous and Happy New Year, we remain,

F. M. Sproehnle & Co., Chicago,

103 STATE STREET, COLUMBUS MEMORIAL BUILDING.

WATCH THE RESULTS OF **Our Salesman** 1895 CATALOGUE OPEN ON YOUR SHOW CASE



EIGHTEENTH ANNUAL BANQUET, AT KINSLEY'S,

THURSDAY EVENING, JANUARY 2, 1890.

CHICAGO, Ill., Jan. 25.—It was a great night. The rocky hillsides of New England, fertile plains of the great Central West, and orange groves of California were all represented in the participants at the eighteenth annual banquet of the Chicago Jewelers' Association at Kinsley's, last evening. It was a night long to be remembered. Sumptuous appointments, fine music, both vocal and orchestral, and a large number of guests made it a great success. The invitations read 7 P. M., but as early as 6.30 the reception committee assembled and at 6.45 the members and their friends began to arrive, and each

"... presented his credentials to the banqueting-house."

In the large reception room on the third floor, where the jewelers assembled before passing to the banqueting hall, it was a pleasing sight to note the demonstrative proof of friendship that existed between men of the same calling. They were all brothers of the great family of jewelers; care was thrown to the winds, thoughts of business banished, and all met on the equal ground of genial companionship. And in the short time allowed for social intercourse their acquaintanceship was furthered and more closely cemented.

On to the banquet was sounded at 8 o'clock, and the jewelers repaired to the sumptuous hall on the 4th floor set apart for the occasion. To the accompaniment of soft strains of music floating out from the orchestra stationed in the gallery they entered, and then President Sackett rapped for order.

The tables were arranged in the form of the letter E with the table of honor forming the upright and the tables branching from this nearly three times the length of the main table. In the place of honor sat

President Grove Sackett; on his right were the Rev. Dr. Lawrence, pastor of the Second Baptist Church; Lyman J. Gage, president First National Bank; Otto Young; Judge John Barton Payne, and F. E. Morse. At his left sat J. P. Byrne, toastmaster of the evening; Hon. Thomas Cratty, H. F. Hahn, J. L. Shepherd, president of the Commercial Travelers' Club, New York; and F. C. Elliott. At the right end of the table of honor were George M. Wallace, vice-president of the Chicago Jewelers' Association, and Robert Morris; at the left end, Holmes Hoge and Abraham Hart. The three lateral tables were presided over respectively by A. L. Sercomb, J. F. Talbot, and J. A. Todd.

Never was better taste shown in floral decoration and general arrangement of the hall. At intervals on the tables stood tall masses of white lilies, separated by huge epergnes of fruit and bowls of red and day-break carnations, the whole made complete by roses and ferns lying loosely on the cloth.

The menu was an artistic bit of work, consisting of three leaves of heavy card printed in script and fastened with baby blue gros grain ribbon into a lavender cover with gold inscription and a copy of the seal of the city of Chicago in colors in the upper right-hand corner.

In its literary feast the association is to be congratulated on having secured the master minds on the subject matters dwelt upon, as shown in the programme as arranged. The first page contained the menu, the second the following programme:

AFTER DINNER.

<i>Introductory,</i>	The President.
Toast Master, Mr. J. P. Byrne.	
<i>The City of Chicago,</i>	Mr. John L. Shepherd.
<i>Some Words on the Currency,</i>	
	Mr. Lyman J. Gage.

Civic Virtue.

Measures are good, but men are needed,
Behind the law, the loyal citizen.

Prof. Emil G. Hirsch.

The Growth of Ethics in Business.

Hon. John Barton Payne.

The New Woman.

Rev. Dr. Wm. N. Lawrence.

College Men in Business.

Hon. Thomas Cratty,

The third page showed the officers as follows:

THE CHICAGO JEWELERS' ASSOCIATION.

Officers and Committees.

Grove Sackett, President;
George M. Wallace, Vice-president;
Jas. A. Todd, Secretary and Treasurer.

Membership Committee. Finance Committee.

H. M. Carle,	G. W. Marquardt, Jr.
F. A. Hardy,	G. J. Corey,
F. M. Sproehle,	L. Manheimer.

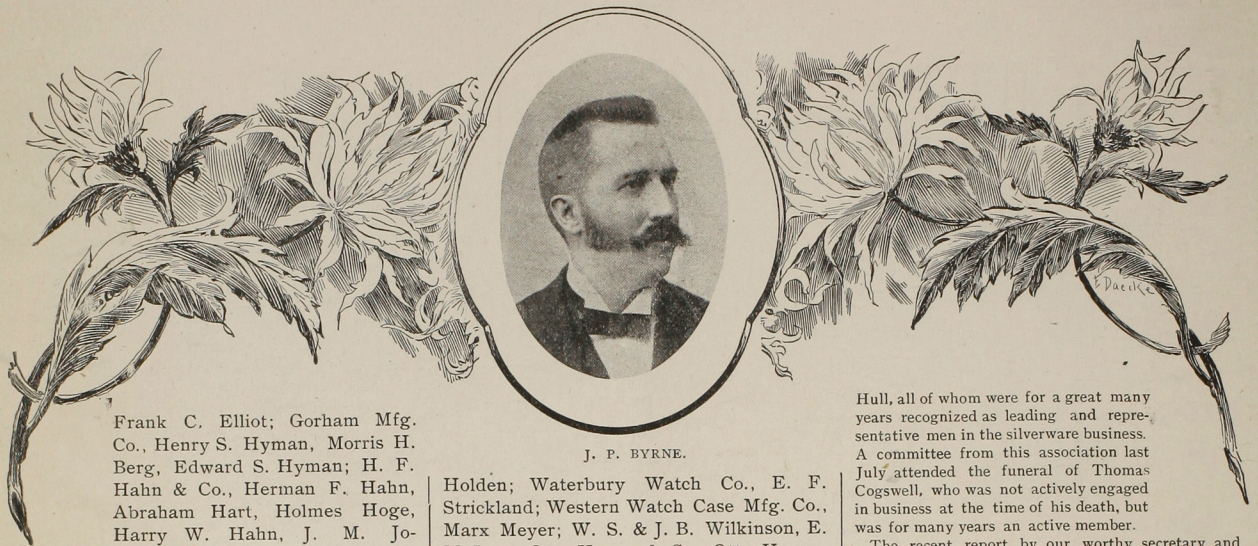
BANQUET COMMITTEE.

A. L. Sercomb, Chairman,	H. F. Hahn,
J. P. Byrne, Secretary,	J. A. Todd,
J. F. Talbot,	Grove Sackett, Ex-officio.

RECEPTION COMMITTEE.

F. E. Morse, Chairman,	Lem W. Flershem,
M. N. Burchard,	A. Hirsch,
H. M. Carle,	M. A. Mead,
G. J. Corey,	Julius Schnering,
Max Ellbogen,	O. W. Wallis.

The individual arrangement of members and their friends, showing the various house parties, was as follows: Benj. Allen & Co., John A. Cox, Samuel W. Dripps; Ansonia Clock Co., C. F. Huntington; Courvoisier-Wilcox Mfg. Co., S. C. Payson, Geo. C. Gubbins, Arthur F. Smith; Dennison Mfg. Co., J. F. Talbot, E. C. Thomas, W. G. Walton, W. J. Wilson; Elgin National Watch Co., George Hunter, W. H. Cloudman, George E. Hunter, C. H. Smith, J. W. Forsinger, Wm. A. Purcell, O. W. Barrett, Wm. Geo. Prall, G. V. Dickinson, Jno. M. Cutter; Jos. Fahys & Co., Geo. Weidig, Wm. Oskamp; Geneva Optical Co., A. L. Smith; Wm. L. Gilbert Clock Co., Grove Sackett



J. P. BYRNE.

Frank C. Elliot; Gorham Mfg. Co., Henry S. Hyman, Morris H. Berg, Edward S. Hyman; H. F. Hahn & Co., Herman F. Hahn, Abraham Hart, Holmes Hoge, Harry W. Hahn, J. M. Joseph; C. F. Happel & Co., C. F. Happel; F. A. Hardy & Co., Almer Coe, John H. Hardin, E. S. Fowler; A. Hirsch & Co., A. Hirsch, Wm. Hirsch, Oscar Hirsch, R. Eiseman; Holmes & Edwards Silver Co., T. R. Barnes, Willis W. Brown; E. Howard Watch & Clock Co., H. E. Howard; Keystone Watch Case Co., H. M. Carle; C. H. Knights & Co., W. H. Gleason, F. G. Thearle, Jr.; Lapp & Flershem, Lem W. Flershem, Peter Lapp, E. P. Edwards, S. Milnor; Lyon & Healy, J. P. Byrne, J. P. Healy; L. Manheimer, W. S. Manheimer, M. Loeb; G. W. Marquardt & Sons, G. W. Marquardt Jr., C. G. Marquardt, A. W. Crawford; M. A. Mead & Co., Lieut. Brewer; Meriden Britannia Co., A. L. Sercomb, Hon. O. H. Horton, J. H. Hiland, Geo. F. Greenleaf, Frank Abbott; Meriden Silver Plate Co., Col. J. F. Turner; F. E. Morse Co., F. E. Morse, Noah Clark, Jas. W. Clark, Eugene McDonald, Frank H. Shearer; New Haven Clock Co., Geo. A. Jewett; B. F. Norris, Alistair & Co., C. H. Spencer, S. C. Holland; Pairpoint Mfg. Co., G. J. Corey, O. H. Hall, S. M. Sturdevant; Reed & Barton, H. M. Lane; C. D. Peacock, C. B. Shourds; Robbins & Appleton, Ed Lake, R. A. Kettle, A. W. Goodrich, Sam L. Joseph; Rockford Silver Plate Co., Geo. B. Kelley; Rogers & Hamilton Co., J. K. Caldwell; A. C. Becken; Roy Watch Case Co., C. S. Shepard; Seth Thomas Clock Co., Geo. W. Church, G. W. Payson, J. T. Glover; Simons Bro. & Co., E. A. Dorrance, Dr. J. W. Slonaker; Alfred H. Smith & Co., Elmer A. Rich, H. W. Allen, W. H. Vogell; Simpson, Hall, Miller & Co., M. N. Burchard; F. M. Sproehnle & Co., F. M. Sproehnle, A. W. Sproehnle; Stein & Ellbogen Co., Sigmund Stein, Max Ellbogen, F. Le Brore, J. S. Townsend; Towle Mfg. Co., J. A. Todd, H. D. Stevens, Geo. D. Lunt, R. C. Demarest, George Hay; R. Wallace & Sons Mfg. Co., Geo. M. Wallace, Robert Morris; O. W. Wallis & Co., O. W. Wallis, H. C. Smith, J. K. Stevens; Waterbury Clock Co., C. J. Dodgshun, E. W.

Holden; Waterbury Watch Co., E. F. Strickland; Western Watch Case Mfg. Co., Marx Meyer; W. S. & J. B. Wilkinson, E. M. Lunt; Otto Young & Co., Otto Young, Julius Schnering, E. V. Roddin, Albert Miller; Association guests, Hon. Thomas Crathy, General H. W. Wheeler, Jno. P. Hopkins, H. J. Furber, L. J. Gage, Dr. W. M. Lawrence, Washington Hessing, Jno. Barton Payne, J. L. Shepherd, Abner Hurd, Prof. Emil Hirsch; press reporters, W. W. Wilcox, Loren Boyle, Stephen Parlin.

When the refreshment of the inner man had been concluded, President Sackett made the following brief introductory remarks:

GREETING OF PRESIDENT SACKETT.

Gentlemen:—Recently I attended a public meeting where the presiding officer, before commencing his speech, stated that for fear of being misquoted by the press he had written out what he had to say. I am a little in that position myself.

I not only esteemed it, gentlemen, an honor to meet so many eminent people, but it gives me great pleasure to extend a most hearty welcome in the name of the Chicago Jewelers' Association to every one present at this, our Eighteenth Annual Banquet. There has never been a time when I would have given more to have been an orator than at the present moment, but as that is an attainment I do not possess, my remarks will be brief, and you will soon have an opportunity to listen to the eloquent speakers who have kindly consented to address us.

Last year we did not hold our banquet as usual, and it was suggested, in view of the fact that so many unemployed persons were suffering from lack of the necessities of life, that members should contribute to aid those in distress, the amount usually expended at our annual banquet; and as much more as they could afford. Committees were appointed from members of this association and from members of the jewelry trade throughout the city, to solicit subscriptions from all who were engaged in the so-called jewelry trade or kindred lines. The result was that Mr. H. M. Carle, who acted as treasurer for the committees appointed, paid to the treasurer of the Central Relief Association \$13,847.68, which I am informed was the largest amount contributed by any one line of trade in Chicago. In justice to all it should be stated that many persons had made contributions direct to the Central Relief Association before the special committees were appointed to collect funds from jewelers, so the amount contributed by the jewelry trade must have to quite an extent exceeded the amount of which we have a record.

It is my sad duty to report that since our last banquet we have lost by death an honored resident member, Sebastian Andersen, president of Juergens & Andersen Co., and three non-resident members, Geo. R. Curtis, Hon. Samuel Simpson and Gurdon W.

Hull, all of whom were for a great many years recognized as leading and representative men in the silverware business. A committee from this association last July attended the funeral of Thomas Cogswell, who was not actively engaged in business at the time of his death, but was for many years an active member.

The recent report by our worthy secretary and treasurer, Mr. Todd, shows that our association is in good financial condition, and our office records show that for the year 1894 our business in the reporting department exceeded by 16½ per cent. the amount done in that branch any previous year since this association was organized. The collection department records show an increase of nearly 15 per cent. in the total amount collected for our members and over 20 per cent. increase in revenue for the association compared with the year 1893.

Notwithstanding the general depression in business I think our members have been very fortunate in the amount of business done and we have reason to congratulate ourselves on the satisfactory condition of our association, but at the same time it will be well for us to keep in mind the fact that we are living in an age of rapid progress, and that all leaders in religion, art, science or business are constantly looking for new truths and improvements.

The suggestion I desire to make is that as an association and as individuals, we should aim to keep our standard high, with the hope that when another year has passed and we attend our next annual banquet we may all be better prepared to solve the problems of life and to do our duty as citizens of the best country on earth.

I fear I have already occupied more valuable time than I had a right to appropriate, and it now affords me great pleasure to introduce one of our distinguished members, who has kindly consented to act as toast-master for the evening, Mr. J. P. Byrne. (Applause.)

The toast-master, Mr. J. P. Byrne, spoke as follows:

Honored guests and fellow-members: Our highly esteemed president has extinguished rather than distinguished me by saying to you almost everything I had intended to say, and with a dignity, elegance and eloquence that are at once my admiration and despair. I am somewhat in the condition of the amateur after-dinner speaker on the occasion of his first (and only) appearance in that role. Through some oversight on the part of the committee, he was placed about seventh on the list of speakers. He prepared a half-dozen choice stories to enliven his maiden effort, but became a little nervous when he heard the first speaker tell one of them with admirable skill; he applauded with a dry and hollow laugh the recital of another of his anecdotes by the second speaker; he spilled some ice water on his shirt front in an endeavor to wet his parched throat when he heard one more of his laugh-makers told by the third orator of the evening, and he kept shrinking in his chair as this was repeated by speaker after speaker until his turn was reached, when, upon his failure to arise, it was found that coma had set in. (Laughter) However, I am very glad for my own sake that I am not so far down on the list as to be in that gentleman's condition; there are a few things left for me to say, and among them is the fact that this is the eighteenth mile-stone

TO RETAIL WATCH DEALERS.

**WALTHAM
WATCHES.
THE BEST AND BEST
KNOWN WATCHES
FOR FORTY YEARS.**

The history of the AMERICAN WALTHAM WATCH COMPANY may be properly called the history of watch making in America. Entering, in 1854, a field hitherto held by the Swiss manufacturers, this Company established at once the principle of watch making by machinery as understood to-day, and the superiority of American Watches. Other concerns have sought to emulate the originality and progressiveness of the AMERICAN WALTHAM WATCH COMPANY, but the steady growth, during the past forty years, in the demand for Waltham watches has demonstrated their unrivalled popularity. The mechanical excellence of WALTHAM watches has been attested by the highest awards at international expositions.

WALTHAM watches embody the greatest achievements in Horology. They are made in sizes 0, 6, 16 and 18, in grades from seven to seventeen jewels, and are sold upon their merits. Every WALTHAM watch movement is guaranteed to be made of the best material and upon the most approved principles, and for any defect in material, workmanship or performance, under fair usage, the Company hold themselves at all times responsible.

**THE WALTHAM
RETAIL REBATE IS
A GUARANTEE OF
PRICES.**

Dealers who are urged on any plea to purchase the indifferent product of other manufacturers, should bear in mind the advantages of handling WALTHAM watches exclusively. The WALTHAM rebate system, which was adopted more than ten years ago, guarantees every legitimate retail watch dealer in the United States or Canada against loss by changes in the prices of WALTHAM watches. This method of protecting the retail dealers has been conducted at an expense of several hundred thousand dollars. Supplementing the mechanical superiority of the watches themselves, it has afforded additional assurance that WALTHAM watches are the safest goods in the world to handle.

**THE PROFITS ON
REPAIRING
SECURED TO
JEWELERS.**

The repairing of watches is an important branch of the retail jewelry business. It is well known that many persons not in the trade send watches direct to manufacturers for repairs, with the view of saving the profit which would otherwise go to the jeweler. We recognize the importance of protecting the retailers in this as well as in every other respect, and it is our rule to charge repairs through the trade only. Persons who are not dealers in watches are in each instance notified of this rule and are requested to indicate a retail jeweler through whom the package may be returned and the transaction effected.

**WALTHAM
IMPROVED
MOVEMENT
BOXES.**

The compact and secure locking boxes in which WALTHAM watches are issued are a great improvement, wholly original with ourselves. These boxes insure safety in transit and freedom from dust or other annoyance incidental to the use of pasteboard holders. American Watch Co. First Quality 16 size and Vanguard movements are delivered in elaborate WALTHAM display boxes.

FANCY DIALS.

Fancy dials with Gold or Steel Louis XIV. hands are supplied on adjusted movements without extra charge.

**SIGNS AND
ELECTROTYPES.**

Signs and electrotypes are sent, expressage prepaid, to watch dealers on request.

Correspondence upon the above or any other subjects of mutual interest is cordially invited.

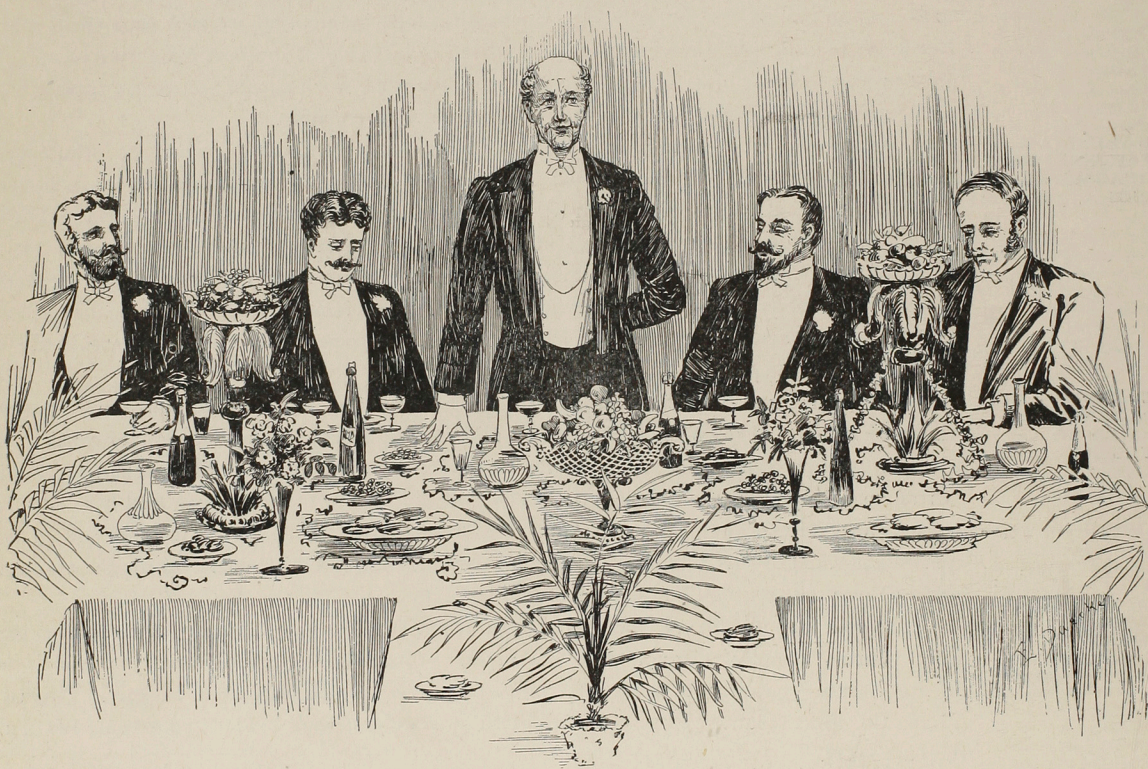
AMERICAN WALTHAM WATCH COMPANY, Waltham, Mass.

February 1st, 1895

EXTRACT FROM A SPEECH

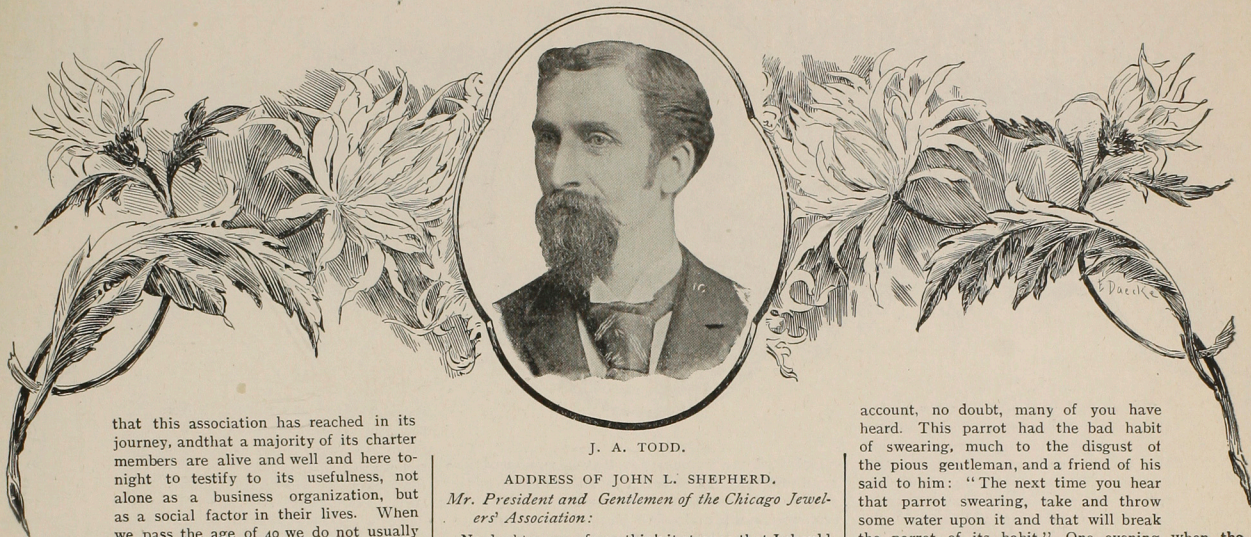
WHICH MIGHT HAVE BEEN

Delivered at the Annual Banquet of
THE
CHICAGO JEWELERS' ASSOCIATION.



“Mr. Chairman and Gentlemen :

“The illustrious speakers who preceded me here this evening have duly eulogized **Our Officers**, touched upon the marvellous development and growth of **Our Country**, paid a fitting tribute to **Our Guests**, done justice to **Our City** and tried to do the same for **The Ladies**, the latter a task which no speaker has ever yet fully accomplished. It remains for me to add but a few more flowers to the rhetorical bouquet, and I will do so by telling you that which as astute business men you are doubtless familiar with. I refer to the numerous good qualities of the **Old Reliable W. & S. B.★ Chains**. As a representative dealer I endorse them in the strongest manner, believing, as I do, that for style, finish, wearing qualities, price and selling powers, the chains made by W. & S. Blackinton, Attleboro, Mass., stand at the head. Now, as the reporters' axiom, “stop when you've told your story,” holds good equally with after dinner speakers, I thank you all for your courteous attention, and will conclude by wishing every success to W. & S. Blackinton and their specially excellent line.” (**Uproarious applause.**)



J. A. TODD.

ADDRESS OF JOHN L. SHEPHERD.

Mr. President and Gentlemen of the Chicago Jewelers' Association:

that this association has reached in its journey, and that a majority of its charter members are alive and well and here to-night to testify to its usefulness, not alone as a business organization, but as a social factor in their lives. When we pass the age of 40 we do not usually make many new friendships, so it behooves us to "grapple to our souls with hooks of steel the friendships we have and their adoption tried."

The monthly meetings of our association and our annual banquets lengthen and strengthen the chain of our personal friendships and make life worth living.

But for fear that I may be spiking the guns of some of those who follow, I will now confine myself to my main duty.

Has it not occurred to you that the so-called Toast Master is very greatly handicapped where the names and positions of the speakers are known in advance? Be he never so brilliant in his exordium his every reference is discounted and he is never able to surprise. I must, therefore, leave it to the eloquent speakers themselves to surprise you.

There is one subject that is dear to the hearts of us all, and without which no after-dinner card in this rising village would be complete. We are everyone of us firm believers in Home Rule; in government of ourselves by ourselves in the great future of our municipality. We are immensely and properly proud of its glorious past, and we have no apologies to make for our enthusiasm, though we be called "windy" or "wooley," or told that we citizens of Chicago do not know at exactly what temperature to drink our champagne. We have with us to-night a fellow craftsman from the grand old city of New York, the city whose name and fame were synonymous with America, which stood for everything great and progressive in this republic. This gentleman having acquired his early business education in the great and boundless west, has not had his powers contracted by any "pent up Utica," but he left us many years ago for the Atlantic seaboard, where his western energy and his native ability were quickly discerned, and caused him to be promptly adopted by the "wise men of the east." He will, with his rare gift of expression, tell us how "it hers see us." Your banquet committee is under deep and lasting obligations to him for coming directly and especially from New York to speak here this evening. He is in such demand that he must return immediately to address at their annual banquet his fellow members of the New York Jewelers' Board of Trade.

Gentlemen, I have the pleasure to introduce to you Col. J. L. Shepherd of New York, a soldier of the late war, a successful business man and a high officer in the Grand Army of the Republic. (Applause)

John L. Shepherd, president of the Commercial Travelers' Club of New York, made a decided hit with his brilliant remarks. His address was punctuated with applause and laughter at his cleverly told anecdotes, and caused Dr. Lawrence to lean toward President Sackett and remark, "That is the cleverest after-dinner talk I've ever heard." Mr. Shepherd's address follows:

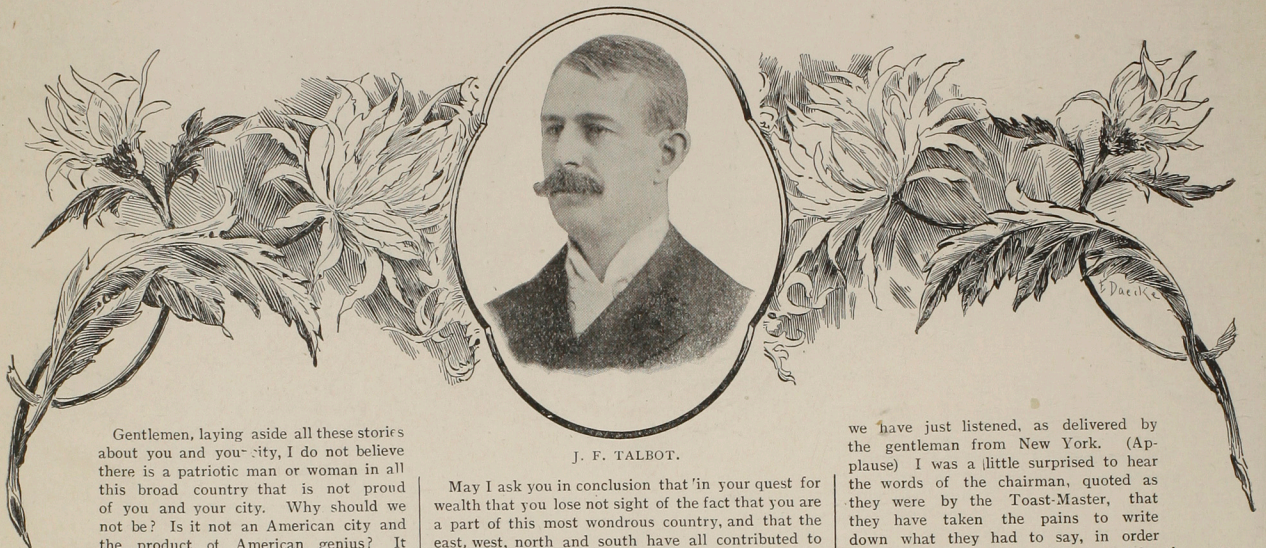
No doubt many of you think it strange that I should come from the city of New York to respond to the toast, "The City of Chicago," but I assure you that I am not here as the representative of that envious element which can find no other encomium to pass upon your marvelous city than that of the "Windy City." As I came into the city of Chicago this morning and saw its marvelous growth and realized all the possibilities, all that might be said and all that should be said, I realized how impossible it was to pay tribute to the genius and skill of Chicago in the short time allotted to me here to-night. To me it is no less a pleasure, as it is an honor, to be invited here to pay tribute to the skill and the courage that within the lifetime of one generation has created this great city and placed it abreast with the foremost cities of the world, whose births are lost in the misty centuries of the past.

No doubt my coming here to-night to tell you of the glory of the city of Chicago will remind you of the legend of carrying coals to Newcastle, and again I assure you that I come here with no feeling of envy in my heart for the new glory the name of Chicago has added to our country, and the new love and greater pride engendered, because we know it is the product of American genius and American courage. I was greatly tempted in addressing you to-night to do so as "Fellow-citizens," as I once had the honor of residing in your midst and making use of that prerogative so dear to the hearts of Chicago people, and not to make it as warm as did those of your friends who were so unfortunate as to live in a city other than Chicago, and as I resided in your city at the time when one of your largest suburban towns lying west of the Mississippi River, called St. Louis, imagined it was in the race, I lost no opportunity to make your city the burden of my song, and so you see to some extent I am fitted by my early education to perform the purposes for which I came here to-night. St. Louis never has fully forgiven you for the manner in which you have beaten her in that race, and her papers every now and then, referring to your city, spoke of "hogs," "big feet" and "windy city," and it is said, a short time ago, that in one of her Sunday Schools, while a teacher was giving a lesson in which he expatiated upon the wickedness of mankind in general, that all were born in sin. Said a little boy: "Please, Mr. Teacher, I was not born in sin; I was born in Chicago." Said the teacher: "That is worse yet."

I am perfectly willing to admit that a great many good people in New York were seriously disappointed when you succeeded in wresting the great prize of the World's Fair from her; especially after we had decided there was no other place to locate in but New York; but I am not sure but what there were some muttering there about "hogs," "big feet" and "windy city," and when we came here and saw your marvellous creation of the World's Fair and realized all we had lost, and how completely you had outwitted us in the selection of that Fair, a great many of us felt very much like the parrot of the clergyman, which

account, no doubt, many of you have heard. This parrot had the bad habit of swearing, much to the disgust of the pious gentleman, and a friend of his said to him: "The next time you hear that parrot swearing, take and throw some water upon it and that will break the parrot of its habit." One evening when the good man was saying his evening devotions the parrot, in a very loud voice, invited all to go to that very certain hot place. The enraged clergyman seized a bucket of water and threw it upon the parrot, and at the same time whirled the cage around rapidly and threw it into the corner of the room. The parrot shook the water from it, and looking up at the clergyman, cried out: "Hallo, pastor, old boy, where in hell, old boy, were you when the cyclone struck us?" (Applause).

The city of Chicago is no less wonderful to the world at large than it is to your own citizens. The fact is well illustrated by a conversation overheard a short time ago in the smoking room of a parlor car running between New York and Chicago, carried on between two traveling men, in which Chicago was the chief topic of conversation, and while one of them was relating some story to the other the first said: "How long since is it that you have been home?" "About two weeks ago," said his friend. "Two weeks," said the first speaker, "my God! you won't know the town when you get back." (Applause.) One of the most remarkable features about the city of Chicago is that it has no past, no history, except that which lives in the minds of its oldest inhabitants. Just think of it, gentlemen, for a moment! A city claiming a population of two million souls whose birth and christening is remembered by thousands of its inhabitants! Truly it is most marvelous and most wonderful! (Applause.) A recent writer in referring to Chicago said that in its rapid march of progress it had overcome many almost insurmountable obstacles, and that in doing so it had not at all times had that consideration for the feelings of its competitors which one expects from a great people or from the people of a great city, is one of fact and not of theory; and in a work of this kind the finer courtesies of life are even lost sight of in the fiercest of conflicts and competition. I do not believe it is a matter of regret that your competitors have been over-lavish in the compliments they have paid your work nor do I believe that meekness is one of your greatest virtues, although a gentleman has said of your city that meekness is one of the chief characteristics of the people of Chicago, and he said that no doubt our Saviour had Chicago in his mind when he said: "Blessed are the meek and lowly for they shall inherit the earth." My faith in your meekness received quite a shock in a story told me by one of your jobbers, who said a short time ago that one of his friends, Mr. O'Toole, either an alderman or a policeman, if he had been in New York he never would have got out here with that name—that Mr. O'Toole was showing his friend Dennis the sights of Chicago. After having gone around for quite a while Dennis said to Pat: "What is the meaning of those words *pro bono publico* that I see on so many of your public institutions?" Pat replied: "I do not know just what they do mean, but a friend of mine down at the Court House said they were French and meant 'To hell with New York.'" (Applause.)



J. F. TALBOT.

Gentlemen, laying aside all these stories about you and your city, I do not believe there is a patriotic man or woman in all this broad country that is not proud of you and your city. Why should we not be? Is it not an American city and the product of American genius? It may be, however, that we are standing too close in the wake of the envy and millstone of competition to measure your work at its true worth; but when the gentle hand of time shall have smoothed away all prejudice, and love and memory shall have made golden all you have accomplished, then from the rocky coast of Maine across this mighty continent, to where the salt spray of the Pacific sparkles on the golden shores of California, will the city of Chicago be the pride and glory of every patriotic man, woman and child that loves American genius and American courage. (Applause.) You may call this flattery, if you will, but these sentiments are truth, and truth is the most sincere flatterer, and I defy any man from any city of the world to stand before you here and tell in language most modest all that you have done and not be accused of flattery. If I am to find fault with you at all, it is because of your selfishness in claiming the sole honor of the public spirit that has caused all these things, for in your every enterprise we see the inherited genius of the sons of the west of the fathers of the east. And I do not believe that there is any dream of greatness that ever blossoms and blooms in your soul that is not perfumed with some loving memory of your old New England home. (Applause.) * * * *

Who shall find words to speak of your crowning glory, the World's Fair? Truly, not I, for, in its presence, words lose their meaning, and eloquence stands speechless and dumb. All the world doubted your ability to fulfil your promises because they knew you not, and thought that you should fail. Chicago knows not the meaning of that word "fail," and in two years of time there bloomed upon the shores of Lake Michigan that great White City, of whose glory the black man speaks to his doubting comrades amidst the darkest jungles of Africa, and even the yellow children of the east sit palsied in amazement, forgetting the traditions of their departed in the shadow of your work, and amidst the sons of the far north its glory shall live in tradition, among the undeparted Esquimos until time shall be no more. In all the civil nations of the world the World's Fair to-day is an object of honor and of envy. The noble generosity of your citizens has taught the world that America is not alone a nation of money getters, and in building up the commerce of this great city you have not lost sight of the great blessings of the mind and soul. You have acquired wealth that you may make better the world in which we live, to lift up the poor and lowly, and that your children may walk in the higher plane of life, and the noble university into which your citizens have poured their wealth is a promise that Chicago shall be in the field of knowledge what Chicago is to-day in that of commerce, a leader. As I look around me here to-night, I see men associated with every enterprise adding honor and glory to your city, and I do not believe any trade has brought more honor and glory to Chicago than this trade of the jeweler whose gems sparkle with that glory which is so typical of the glory of Chicago.

May I ask you in conclusion that in your quest for wealth that you lose not sight of the fact that you are a part of this most wondrous country, and that the east, west, north and south have all contributed to your glory, and let no narrow minded prejudice or jealousy blind you to the glory of the great eastern city that sits enthroned at the golden harbor of the port of New York. (Applause.) As I entered the gates of your city there seemed to fall upon me above the roar and din of commerce the mingled voices of the people who once came from the familiar scenes of New England, the rustling of the golden corn upon harvest fields and the waving grain upon rolling prairies, the moaning of the trees upon the mountain tops mingled with the perfumes of the roses and magnolias of the south, all blended into one harmonious praise of the city of Chicago, and as the smoke of the destruction of the White City darkened the heavens, we saw in it the incense of your offerings of our country whose proudest boast shall be that theirs was the only nation that ever in the lifetime of one generation caused to blossom and bloom upon the face of the earth, a city of Chicago. (Applause.)

THE TOAST-MASTER: "We now come to *Some Words on the Currency.*"

"What the country wants, and wants quickly, is immediate relief for the Government finances, and we want the aid of the best men of all parties—we care not whether they are Democrats, Republicans or Third Party.

"There is a goodly number of such clear-headed, broad-minded, experienced and patriotic men, who claim Chicago as their home; men to whom the entire country, as well as the executive officers of the General Government, look for assistance and advice in critical financial times, and in the fore front of those stands a gentleman whom we delight to honor, not only for his sterling integrity, his honorable and brilliant record in the world of finance and commerce, but for his never-ceasing activity in philanthropy, in large public affairs and in higher politics. We all know that these are troublous times for both the Government and the citizen, but I firmly believe that the worst is past, and I beg of the gentleman not to think that I am endeavoring to commit him to any special financial policy when I use the Miltonian metaphor that the sable currency cloud is at length showing forth a silver lining.

"Gentlemen, it is in reality superfluous for me to introduce to you our honored guest and fellow-citizen Mr. Lyman J. Gage." (Applause.)

SOME WORDS ON THE CURRENCY BY LYMAN GAGE.

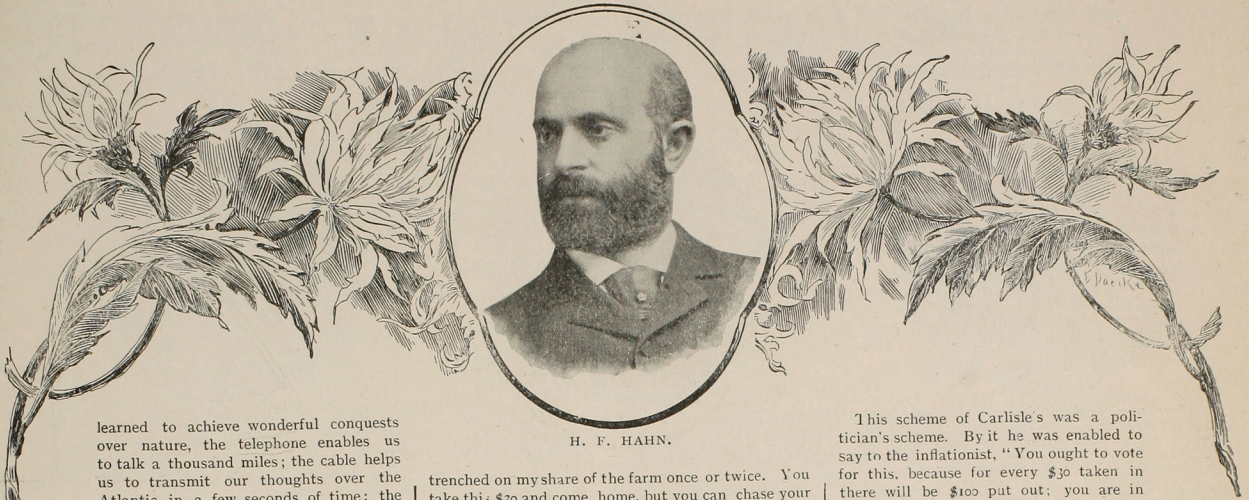
Mr. Chairman, Mr. Toast-Master:—My first duty is to acknowledge your great kindness in the flattering words in which you have introduced me to this audience, words that I am sure I do not at all deserve. It is my next duty, I think, to compliment the programme maker in having that artistic skill which marks the true painter, when behind the glowing figure in the foreground he throws a dark, sombre background. Indeed, one might well be proud to serve as a background to the brilliant oration to which

we have just listened, as delivered by the gentleman from New York. (Applause.) I was a little surprised to hear the words of the chairman, quoted as they were by the Toast-Master, that they have taken the pains to write down what they had to say, in order that they might be properly reported by the press. The only trouble I have ever got myself into was when I was properly reported, (laughter) and I never know, when I expect to speak in public, whether to prepare a manuscript and take the risk of being properly reported, or to speak without manuscript and take the risk of either being improperly reported or not reported at all. I heard a gentleman once say that there were two occasions only on which he would ever take a drink; one, he said, was when he was alone, and the other was when he was with somebody else. (Laughter.)

I am sure there are two occasions when I feel a sense of numbness, conceal it as I may, and I tremble at the knees, stand as firmly as I can; here are two occasions when I have this feeling that I have described. One is when I have a manuscript to read from, and the other is when I have to speak without a manuscript. In the first case I am always afraid my audience will peter out and in the second place I am always afraid I will peter out myself. (Laughter.) I have envied these other speakers who have these subjects allotted to them where poetry and eloquence will well adorn what they utter, but who can be at all eloquent or give the faintest suspicion of eloquence for the theme so plain and practical as the one announced, some words about currency.

It does seem a pity to intrude on an array of festivity like this a theme like this. It is about like bringing business into hours of conviviality. Words of cheer, encouragement, happiness, song, fancy—those are the words for such an occasion. And yet it seems to be excusable, indeed I think it is for men whose interests are so much concerned in our national life and our business affairs as all of you are, to take a little section of time—and I agree not to take a very large section—for some serious thoughts that may furnish food for reflection and mutual consultation afterwards. We have come indeed to a peculiar situation. A country, the richest in the world in all of the resources that lie at the command of man and industry whether under the soil or on the soil, whether of grain and forest, or the treasures under the soil, no country on earth can compare with this; a population so vigorous and hardy and daring that it penetrates all climates; mountains can not intimidate or restrain it; the deserts are made to blossom. How did it come about that with a country like this and with a population like this we should find the representatives, the focalized representatives of all the people in the government, in the condition of semi-bankruptcy? What witchery has come over us?

At our situation the whole world looks on with astonishment; they cannot believe it possible that the United States of America can be capable of so weak an administration in all those affairs which make government credit and individual credit as that which they now witness at Washington. This thing, I think, is the result largely of discordant voices falling upon the ears of those who represent the people. We have



H. F. HAHN.

learned to achieve wonderful conquests over nature, the telephone enables us to talk a thousand miles; the cable helps us to transmit our thoughts over the Atlantic in a few seconds of time; the triple expansion engine accomplishes wonders; the Edison phonograph, and all these modern conquests over nature, seem to have bewitched us with the ideas that all the laws of nature, of every kind, can either be superseded or turned against themselves, if not in morals—some believe that they can be in morals—then in business and in finances; and so we see springing up on all sides the most astonishing vagaries relating to money.

There is published in Kansas a paper, I forget the name of it, I was honored with the receipt of a copy the other day, in which they advocate indirect issue by the government of paper money at the rate of two per cent. per annum to the full value of all the real estate property owned by any one who will make the application to the proper agent of the government to get it. (Laughter.) Perhaps that is not exactly the words. A short time ago a very honest man, dressed like a gentleman, came into my office and said, "Have you seen my book?" I said "No, I haven't seen your book." He handed me a little book of about sixteen pages and said, I wish you would take that home with you and read it over to-night, and tell me to-morrow what you think of it." I took it home and read it. He wanted to get up a society of some thousands of persons; I think the membership fee was \$2 each; and they were to move on Washington and secure an issue from the government of \$12,000 *per capita* of paper money for all the people of the United States. The members of that particular society were to have as a consideration for their contribution of \$2, and their influence in securing the bill, \$4,000 each, as their premium on the undertaking. (Laughter.) He came in the next day and asked me if I had read it; I said, "I have read it, every word." "Well," said he, "what do you think about it?" "Well," I said, "there are some ideas in there (laughter), but your hairs and mine are gray and I am afraid you are too advanced for this generation; I don't believe you will live to realize it." "Well," he says, "that is the only thing I am afraid of." (Laughter.) "By the way," he says, "do you know how I could manage to get a pass from here to Washington Territory?" (Laughter.) I said, "I do not; I never apply for one myself—I don't know the *modus operandi*." He said, "I live in Washington, and I want to go out there, and I am broke." I says, "How did you get broke?" He said, "Peddling my book." He continued, "I have a wife out there, and we had a farm. We sold it and divided the money. She has her half now, but I have sunk mine in promoting my idea." I said, "Where are you stopping?" "Out here at Dunning." (Laughter.) I said, "Do you think that I would advance you the money?" He said, "I didn't know but you would." "No," said I. "I guess your security is a little thin. You have got your scheme and you have sunk your own money, and that is all you have as collateral, is it?" He said it was. He was a very honest man. I really felt sorry for him. He wrote a letter to his wife, and in due time she wrote him back, putting money in the bank somewhere over in Washington State, and in her letter to him she said, "Now, you take this \$30. I give it to you as the last. You have

trenched on my share of the farm once or twice. You take this \$30 and come home, but you can chase your vagaries alone after that, you will get no more out of my share." I had lent the old man a dollar the day before, and he paid it back out of that draft, so I know he is honest.

Now, there are thousands of men in the United States just as honest, but they believe that a science as recondite as chemistry can be achieved out of the inner consciousness of a man that don't know anything about it, (laughter) and that their opinion is as good as anybody's on earth. They intimidate the representatives in Washington. We see the government with \$350,000,000 of demand liabilities, with a revenue insufficient to pay its current daily expenses. It hasn't the courage, the foresight or sense to do the thing that the simplest man in the United States would do if he was in the same situation. They have borrowed some money, as you know. Within a year they borrowed a hundred millions, and they are as poor in their cash resources as they were a year ago. The foreign demand for gold comes at an unfortunate time—our sins always take us at an unfortunate time. It comes at an unfortunate time, when the government revenues are insufficient to pay the current expenses. They sell the bonds to get the gold to redeem the notes, pay the notes out again for expenses; the notes are presented for redemption; sell more bonds, issue more notes and pay them out for expenses and so the circuit of exhaustion goes on. They remind of the farmer who said he had a phenomenon; he said he had a pig that he would feed a pail of milk to, and then he could take the pig and all and put him in the pail, and he would only two-thirds fill it. (Laughter.) He couldn't understand that. Perhaps better than that was the butcher who had a cat; the cat grew thin, meager, gaunt and hungry looking. He said to his Irish servant: "That cat looks bad; do you feed her?" Pat said: "I do feed her, sir." "Well, feed her more." "How much shall I give her?" said Pat. "Give her a pound of meat a day." "All right, sir." Three or four days after that the butcher noticed that the cat was as thin and gaunt as ever. "Do you feed that cat, Pat?" "I do, sir." "Do you give her a pound of meat a day?" "I do, sir." "Did you give her a pound of meat to day?" "I did sir, about half an hour ago." He says: "Come here," and he put her in the scale and she weighed just a pound. He says: "Yes, the meat is all right, where the devil is the cat?" (Laughter.) Of course you have all read—that is one of the troubles of it, you hear so much about it, so many communications in the newspaper about it, so much speckmaking about it, so many bills reported about it that we get tired reading about it and give the whole thing up as hopeless, pretty near.

But you have heard of the "Baltimore Plan," which is a bankers' plan adopted by a sort of town meeting vote, and canvassed one by one, when they were all opposed to it. You have heard of the "Carlisle Plan," which is a patent right to take away the security from all banks and allow all banks to issue their notes provided they would take 70 per cent. of the notes of this poor government which is unable to pay its own, and deposit it as security for \$100 of their own notes.

This scheme of Carlisle's was a politician's scheme. By it he was enabled to say to the inflationist, "You ought to vote for this, because for every \$30 taken in there will be \$100 put out; you are in favor of inflation." He would say to everyone who considered it a holy horror a sin to pay reasonable interest, who consider it a sin for the government to fund these demand obligations which they are unable to pay, into interest bearing obligations. Here is a trick, you see, by which we can make the bankers carry the obligations of the United States which we have not the integrity and ability to protect ourselves. (Applause.) Now it seems to me there is a simple way for the government to get out of this business and let the thing all fall where it ought to fall. There are, as you know, \$150,000,000 and \$346,000,000, make \$496,000,000 of the demand obligations of the United States Government outstanding.

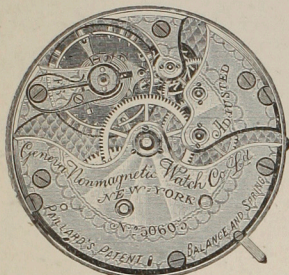
The Government has on hand now, either in gold or partly retired, that if it has not yet paid out, very soon may have \$100,000,000 of gold or its obligations, leaving outstanding unprotected by gold, say \$396,000,000. If the Government of the United States would offer a loan, drawing interest at 2½ per cent., and allow the National Banks to take at par and put them up as security for their circulating notes at par, and reduce the present outrageous attacks on bank circulation, which is one-eighth to one-quarter per cent. All these bonds, to the amount of \$250,000,000, if not taken by the public would be taken by the banks and made the basis for their circulation medium—namely, National Bank notes.

That \$250,000,000 to \$300,000,000, thus funded for Government notes, thus replaced by National Bank notes, the problem of the Government as relating to currency and redemption would be completely, absolutely solved, because the notes for reserve by the bank of the United States and by the increased notes for reserves, owing to the issue of these \$250,000,000 of their notes by the banks of the United States, would absorb into their vaults, as reserve, sufficient of the then outstanding volume of the currency to enable Mr. Secretary Carlisle to go to sleep and concern himself no more about the redemption of the Government notes. Now, every business interest in the United States stands paralyzed—partially, not wholly so, I am thankful to say. In spite of all these untoward influences at Washington, in spite of the shadow which hangs over us there, the natural ability of the American people, their natural enterprise, is operating to pull industries and enterprise and trade and commerce together; and that man is dull indeed, he does not see sympathetically, even if he cannot demonstrate it, a steady, uprising pressure from below, for we have trade, we have industry, we have employment, we have profits; in short, we have commercial life in all its aspects, and all we need for this movement to go on sharp and effectively is to have this problem of the currency solved at Washington. I will not take your time longer; all I will add is this, that if you have any influence anywhere among those who represent the people at Washington, urge them to look at this question purely from the government standpoint, and protect their own credit, fund their own obligation, get themselves out of the way of being a menace and a threat to our industry, and with the industry of all the people of the United States.

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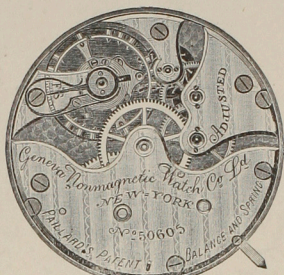
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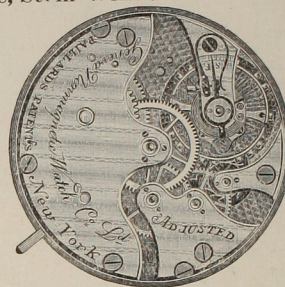
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18 fine ruby jewels in gold settings, center jeweled, cap jeweled escape wheel, Breguet hair-spring, accurately adjusted to temperature, isochronism and six positions, micrometer regulator, double sunk dial.

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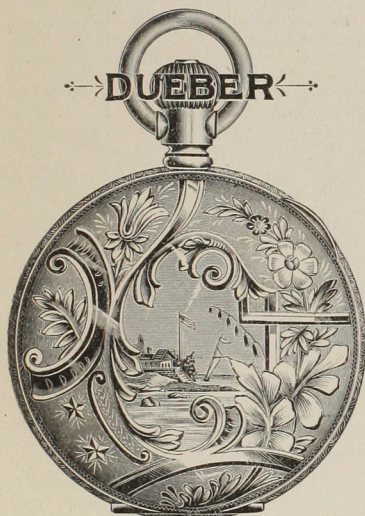
16 ruby jewels in gold settings, jeweled center, Breguet hair-spring, adjusted to temperature, isochronism and four positions, micrometer regulator.

No. 73. Nickel, Hunting and Open Face...\$25.00

15 ruby jewels in settings, Breguet hair-spring, adjusted to temperature, isochronism and three positions, micrometer regulator.

No. 74. Nickel, Hunting and Open Face....\$18.00

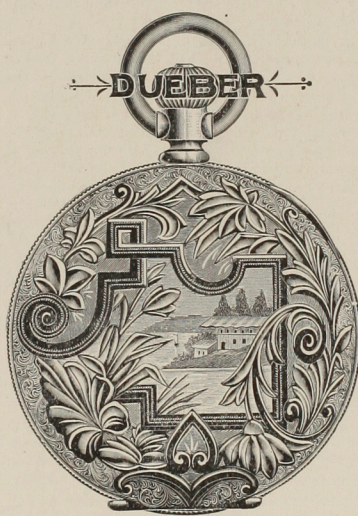
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K 31—10 K. FILLED, 168. HTG. GUARANTEED FOR 20 YEARS.

COMPLETE WITH:

	REG. PRICE.	CUT PRICE.
No. 71 Movement.....	\$58.00	\$32.20
" 72 "	43.00	24.70
" 73 "	33.00	19.70
" 74 "	26.00	16.70



K 32—10 K. FILLED, SCREW BEZEL AND BACK. GUARANTEED FOR 15 YEARS.

COMPLETE WITH:

	REG. PRICE.	CUT PRICE.
No. 71 Movement.....	\$54.00	\$28.60
" 72 "	39.00	21.10
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GOODS WELL BOUGHT ARE HALF SOLD.

We, perhaps, cannot expect much for this Congress, but the thing we can hope for and agitate for and speak for and beg for, is the appointment of a commission properly organized, who, during the vacation, will take up this scientific study, analyze and neutralize all these so-called arguments of cranks and advocates, and show the people, as a whole, and those that represent them hereafter, the true law of currency and the true way to find deliverance from the evils which have so long threatened us. (Applause.)

Mr. Gage's speech was such as might have been expected from so great a leader in finance, and was interspersed with flashes of humor that were as appropriate as they were unexpected.

THE TOASTMASTER:

"I am very sorry to have to announce to you that Dr. Hirsch is prevented from being heard by you all here to-night. I am doubly sorry because of a very severe illness of his little son, and I know I am voicing the sentiments of you when I send him a message of sympathy and condolence with the hope that his little boy will soon be quite well again.

The Growth of Ethics in Business.

"I have very high authority for the statement that in the early days of Chicago the amenities of life among competitors in business were not observed with that punctiliousness that distinguished the commander of the French King's body guard at the battle of Fontenoy, who exposed his bosom and invited the English officer to fire first. On the contrary, it was a case of 'first come, first served, and the devil take the hindmost.' This, of course, carried with it, sometimes very bitter animosities and it changed competitors into *rivals* with all that the word implies. I refer not to the jewelry trade necessarily but to many others as well, not excluding the music business, that very humble but necessary handmaid of the Art Divine. Their touch (with each other) was not always harmonious, nor was their tune melodious, when describing the piano of the other fellow. But the world moves onward, if slowly, and such conditions are, in great part, past and gone, and we have such bodies as the Chicago Jewelers' Association to thank for it—long may it live and prosper.

"Ethics is defined by Webster as 'The science of human duty,' and the mission of such associations is to teach their members how to apply those rules in their daily business intercourse. We are honored to-night by the presence of a member of our judiciary whose name and fame stand for all that is embodied in Shakespeare's short but comprehensive line, 'An upright judge, a learned judge.' He especially represents the younger generation on the bench, but in a manner most fully approved by every generation, while the esteem in which he is held by the people of Cook County was attested by his triumphant election at a time when the other candidates of his party and of the party of a few more of us) met defeat.

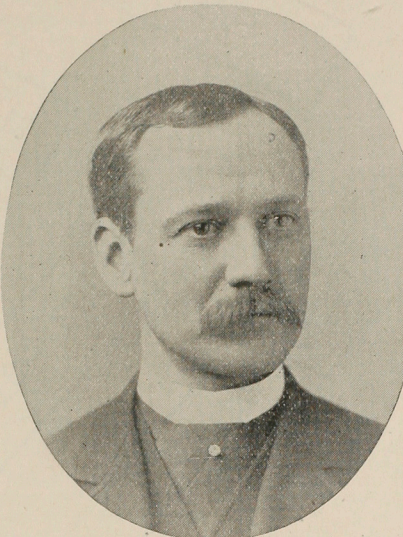
"From the very nature of his high office he is most deeply versed in this 'science of human duty,' and I call him to speak some thoughts thereon. Gentlemen, I have the pleasure of introducing to you that able jurist and sterling Democrat, Judge John Barton Payne."

ADDRESS OF HON. JOHN BARTON PAYNE.

Toastmaster and Gentlemen:

I have reached the conclusion that I am a find. A find. A little more than a year ago, the last time I had the pleasure of being in this location I happened to be the guest of the Fellowship Club, and I was introduced as the only Democrat then living; it had been said that I had survived the wreck. We do not feel that way; brother Byrne and I are still on deck. You have asked me to discuss the subject: "The Ethics of Business." I have listened with great pleasure to the modest claim of Chicago so admirably set forth by our brother of New York, but the modesty of Chicago is very far exceeded by the modesty of this association. I am told that you are now celebrating your 18th anniversary. It is not the fact at all. We have heard a distinguished member of the banker's profession here making some suggestions on currency. Do you know that the distinguished lineage

of the jeweler, of the goldsmith and the silversmith, reaches far back into remote times, antedates all banks and all bankers; that the real banks of all the peoples of the earth, and that the people to whom the English Government was wont to go when it desired money for the purpose of defensive or aggressive war, were the gold and silversmiths of London. Your association, then, has the right of lineage beyond that of any profession, occupation or business which sits around this festive board. Being the oldest, it has the right to stand for more—it has more history to be proud of, more achievements to be nailed upon its banner. It has a right to stand in this community for



A. L. SERCOMB, EX-PRESIDENT.

the ethics of business. What are ethics? The giving intrinsic daily honesty. An honest man is a good man; a good-hearted man; a man who has instincts simple and upright—who is ready to stand in a community for the right, individual, government, public—and that is what we need in this community. See the old houses of the country. Their simple name upon any article of merchandise means integrity. That integrity is based upon character; that character is based upon homely honesty, and if these three concur, all the world stands emblazoned in truth, and ethics come as a matter of common right. In this community we have had reforms of all all sorts and conditions. We need them; we need more than that. Reforms cannot possibly succeed unless there is at the basis individual integrity; you must have that in your business before you can have anything like success; you must have it in your community before you can have public honesty—individual honesty. If you have individual honesty you have business ethics; you have public administration which is the admiration of all the world. The Jewelers' Association then is not new, either in its principles, its professions or its practices, because it stands in this community for high dealing, for honest purpose, and the success of this association evidences that fact because without it your Association could not succeed. Your purposes must fail unless based on these homely principles. I say then that business ethics have succeeded beyond our fairest expectation, because in this city the business men have given to it its character in its own community and among all the peoples of the earth. In the matter of government we have to get a government as we are entitled to have. I say that advisedly, and in business we have as good business men, as honest, as intelligent and as aggressive as the people will permit. Chicago has made her reputation because of the aggressiveness of her business men. We have achieved wealth, distinction, success. It is time now for us to look at some other question, some other proposition which confronts us, and that is, it is time to adhere to the simple principles which I have suggested to your consideration, and which

have made this Association a success. You are now, in fact, passing your 18th milestone. You can look back at the time when the spirit which now pervades the Association did not exist. You have come together as friends, you learned to know the value of each member of this Association, you looked upon him not as a rival, but as a brother, as a man who has character, and who stands in this community for the right, and whose place is made because of his intrinsic worth. Did it ever occur to you what friendship means in this Association? In this busy aggressive life of our we have no time for friendship in the sense in which that term is used. We have spent our lives making business a success. In the country each man has around himself five to ten men who will stand by him through evil and good report, who will sustain him if he fall, who will stand by him in success, and in failure will reach him the strong hand of individual fellowship and friendship. In the great cities there is not time for that sort of friendship, but it must come from this association. Here you know each other, and the man whose character does not bear examination, who does not bear that brotherly strength, must go down. The man who does merit that consideration is known to you. He stands by the reputation he has made, and your association has its character made for it by those aggressive, honest characters who have made the reputation of the association and will make that of this city. I beg of you to stop and reflect upon these sentiments. I have no time, nor would I take your time to discuss this question, but simply to ask you to think of these questions and let every man stand upon his individual worth, because the association stands for the consensus of the strong, the honest and the aggressive men who make up this association. Gentlemen, I am glad to be here, and I am sorry I cannot remain longer. (Applause.)

(The quartette here sang "My Country 'tis of Thee," the banqueters all joining.)

The New Woman.

TOASTMASTER.

"Our next speaker and his subject I feel both delighted and honored to present to you. His high profession and his reputation command our most respectful regard; his subject we greet with chivalrous devotion. To the new woman, what'er her phase, all hail—" Age cannot wither her nor custom stale her infinite variety." We could not wish her a more graceful apologist, a more able Tertullian than the Reverend Dr. Lawrence, whom I deem it a distinction to present to you."

ADDRESS BY REV. DR. WILLIAM M. LAWRENCE.

Mr. President, Toastmaster and Gentlemen:—If these gentlemen who have expressed themselves to the effect that they put themselves in writing in view of their being apprehensive of the reporter, just think of me tomorrow morning, for I will guarantee that if it is said that anybody has anything to say about a woman, it will be read, and I am exceedingly glad that it is the new woman and not the old woman that I am to speak about. (Laughter.) I would not have anything to say if it were the old woman because there is not any old woman in Chicago or anywhere else. It is like the boy who was met by another while he was eating an apple, and who looked on the act with great eagerness, and asked for the to the apple. He responded, "There aint going to be no core to this 'ere apple." (Laughter.) I should have liked if the eloquent speaker from the city I had the honor to have my business apprenticeship, had remained long enough to have had the new woman make her humble courtesy to the eloquent representative of her grandfather, Old Knickerbocker of New York, but he has gone, and so the new woman must for once be silent. I wonder that she can be. (Laughter.)

Now, this new woman in vulgar parlance, is not to be sneezed at, she is here, and like most women, she is here to stay. She is here for a purpose; she used to be used as a convenience. When men came to borrow money of Mr. Gage, he would probably find upon investigation that the house was in some one else's name, which reminds me of the story I heard the other day, and I suppose you will allow me to relate it. A man said: "Did you hear that story about Mr. Rosenthal down town? No. He has got religion. Got religion? Yes. Where has he got it? Why, he has got it in his soul, of course." "Now," he says, "See here, you can just bet

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your life if Rosenthal has got religion he has got it in his wife's name." (Laughter and Applause.) I was telling my friend, Mr. Gage, how my father yanked me out of college and put me to hoisting flour barre's in the mill, and how when I got through he told me I could go and do what I pleased after that, and that if I did fail as a minister I might know how to earn my living. I told him how I used to go and collect debts down in New Jersey. Talk about New Jersey justice. There is a lot of it down there. It was sometimes very hard work to find out who was the chief of the concern, and there was a good deal of honoring the female sex in that spirit, and in that sort of way in those days, but that is not the New Woman.

The new woman is a typewriter in our offices. What would we do if it were not for that sweet-faced object of our admiration? How influential she has become! And what effect upon our habits of regularity in departure from our homes in the morning! So strikingly observed by those at home! (Applause.) I ride a bicycle and the other day I was going to Garfield Park, and I saw an object ahead of me. I did not know what it was. It had a hat on and knickerbockers. I soon discovered it was a woman riding on man's bicycle, and so feet ahead there was a man riding a woman's bicycle. I said to myself, "I am sober but things look somewhat mixed up there." I speak no more about a woman than any other man, but I think others are just as interested in the woman as the ministers are. The only difference is, if we take any special interest in them, it is known, and if you take such interest in them you will leave it to be found out. (Laughter.)

We do woman great injustice when we suppose that her present position is because of any special endowment of Nature, which has never been recognized. The University of Bologna a thousand years ago celebrated its annual commencement in the great Cathedral of Bologna, the University conferred upon a woman, who was so beautiful, when she taught her class, it was necessary for her to appear with a veiled face, the degree of L.L.D., long before the present professor of Greek at Vassar College knocked at the doors of Professor Sophocles and demanded to be instructed in Greek. The advance of Woman to-day is only a Renaissance. There has come into her history a period of depression. She is only climbing back again where she was some years ago, with this advance modified by the demands of the time upon her. Now she has come as a factor. We sometimes think that the only thing that a woman can do is to ornament us. Now the new woman has come to take her place, and she has come to make the young man prove that there is something more in this world than beaux for our girls or chaperons, if I may borrow a French term for those who are a little passe. I see she has come to make the young man prove his manhood, and I am inclined to think that she will put her big sleeves right over his head and put him out of sight.

I happen to have some functions to perform in connection with the Chicago University, and I said to its honored president the other day: "Tell me what the effect of Young Womanhood is in this institution?" He replied: "The effect is that when a young man stands alongside of the young woman to recite, brain is measured with brain, keenness with keenness, logic with logic, effectiveness with effectiveness. What is the trouble to-day with many of our young men? I have more or less experience trying to get young men situations, and they come and say to me, 'We can do anything,' and when I come to look into the matter, I find they cannot do a thing." When a young girl comes around, you ask her, "What can you do, Madame?" She will say: "I can do so and so;" not that I can do anything (which generally means I can do nothing). She is clear, explicit, definite, practical, ascertainable, valuable, and I have no difficulty in getting young women positions alongside of young men. But after all, is there anything which a man ever does well in which he is not joined by a woman?

What under heavens would you jewelers do if it were not for a woman? (Laughter.) They wear your diamonds, your sapphires and your rubies; they are on the keen scent for the latest designs in silver and goldsmith ware. It is their taste which is incarnated in the advances which you make. One of the most useful books I ever read in my life was the Biography of Benvenuto Turini, that wonderful silversmith, and the remark of the honorable Gentleman made absolute history when he said that the profession which you are identified with is the

foremost profession in the world along the line of the artist; and when I read that book and noticed the narration of his great genius along the line of silversmith designing, I could not help but notice the account that the finest bit of cutting in stone that ever was done was done by a woman's hand. This new woman is here. She goes into our telegraph office and she takes our messages and does it accurately, and this new woman is going to exercise an influence upon our country.

There have been some very marvellous essays put forth of late. One I have in mind at this moment is that of a Mr. Eugene Field in which he speaks about the influence of his grandmother upon him; by a bard in which he speaks of the influence of his wife, and another by Canon Farrar in which he speaks of the influence of his mother. We are sometimes confronted with the assertion that the new woman is going to be less the wife and mother to posterity and less the guide and counsellor, but I say No. The new woman claiming the rights which God has bestowed upon her, never will abandon or abdicate that position. God has qualified her in making her a helpmeet to us, and the advice of woman means the elevation of man. (Applause.)

Gentlemen of this association, this new woman is more than the polite toast to the absent one whom we love as Mother, whom we revere as Wife, whom we greet as Companion; it is the tribute of every true man to the true woman. God bless her. (Great Applause.)

College Men in Business.

TOASTMASTER:

"The last subject was the 'New Woman,' and immediately following her is the College Man. It is a way those college men have, aye and other men, too, of invariably following the women, God bless 'em. Our friend, Mr. Gratty, gladly joins the procession, and for the sake of the pleasant company will forgive us for placing him last on the list, and we do so with no fear of his being embarrassed by having his thunder stolen like our post-prandial orator before referred to, as we well know Mr. Gratty's supply of thunder is well-nigh inexhaustible.

"Your Committee knowing that there are many anxious parents in this Association, is happy to have secured a disinterested party—a bachelor—to give us his views on how to educate our sons, literally born with silver spoons in their mouths. The proverbial ability of bachelors in managing wives and children (other men's) leads us to hope for valuable guidance and many wise suggestions in our friend's discourse. I would beg to remind our learned guest that while some men are born great, and some achieve greatness, some are born in the jewelry business—shall those uncut, unpolished gems be college cut and college polished? And if his answer is yes, then how well will they fulfill their parent's expectations; how well will they perpetuate the business that has been upbilled for them by their father's ability and perseverance?

"For a most able solution of the problem I refer you with confidence, to one whom you all know and wish to hear—Hon. T. Cratty."

ADDRESS BY HON. THOMAS CRATTY.

Mr. Toast-Master and Gentlemen:—The speech of Brother Lawrence was so good and the song that followed it was so sweet, "Good night, Ladies;" we generally quit when we say that, that I wanted to quit; but it comes only once a year, and although it is late, if you can wait only just a little while I will try not to be tedious. A great many successful business men in the jewelry business, as in any other business, perhaps, did not go through a college. Now, I am not afraid of the reporters; I don't care a nickel. I am not the President of a bank nor a minister nor the boss of a committee nor a candidate nor the son of a candidate and I never expect to be. It is a splendid condition to be in. Being an honest man, working for a living, making it, I don't care a cent. I have some ideas upon this subject. I learned them from reading. My father wasn't a business man, and I have no children to be business men, and I never expect to have any (Laughter.) I am proof against either an old woman or a young woman. Artemus Ward was once assigned to speak on music, and he said, "I am saddest when I

sing, but I am not so sad as those who hear me." There is a man in Boston by the name of Delant, who advertises on his cards to give business counsel. He is not engaged in business of any kind, yet he makes a good income by advising business men about their business. He knows how, no doubt. I am not a cultured professor, nor am I a business man.

I suppose you will know without the saying, that a good collegiate education is a good thing, and I suppose it is even more true that wherever it can be afforded and wherever it can be received it ought to be so. It takes many years to put a man through college, and it takes years and pains to go through and get any good out of it. I suppose it goes without saying that a good collegiate education tends to make a man a gentleman. It gives him that eloquence as language, that perfection of diction, that duty of words that helps the business man. Other things being equal, we like best the man who talks to us in good language. What a difference between the polite and amiable clerk in your store who increases your business and the boor who drives trade away. The young man who uses nice language and is always a gentleman, which sometimes comes from a literary education, gets you customers instead of driving them away. I take it to be a good thing in the prosperous man; it gives him a feeling of enjoyment with books, with literature, with the sciences, in his intercourse with his neighbors and friends. It helps him very much in adversity; it helps when trouble and misfortune come. He can have that consolation, that relaxation, that relief, which the ignorant man may not have.

But, if I should say tonight that a college education is indispensable to a good business man it would be unfair and it would not be right; it would do violence to my own judgment and conscience, and it would not be fair to a great many here who were not fitted just as exactly in that way. Some of you have been unfortunate enough to surround yourselves with a lot of wives and children. (Laughter.) You have families to clothe and feed, and you have not the money nor the time now to go to college. Some of you have got into business, and all you have is invested. Some of you, perhaps, are not rich enough, if you had the chance, to go to college, and I am not going to undertake to tell you that you have got no sense without going to college, and that you cannot succeed in business without a college education.

The fact of the matter is that education does not make a business man. As is said of a man or a woman clothes do not make them, but when they are made perhaps they look a little better with clothes on. (Laughter.) In 1880 I heard Prof. Swing preach a sermon—don't think it was the only one I have heard—and it was about the endowment of colleges for educating young men for the ministry, and he advocated that there should be first established an inquisition to inquire as to whether the young men who were trying to get into college were fit to be in the ministry. He said that they were all the time learning tricks, and they come out with a sober face, with a solemn countenance, which is exactly adapted to co-operate with the inner man and swindle people. (Laughter.)

He said that some people think that Pharaoh's daughter finding Moses in the bullrushes made him a Moses. The poor fools! Don't they know that he was a Moses long before he got stuck in the mud? (Laughter.) It is the timber that a man is made of that makes him a merchant or a banker or a professor, or anything else. It is the timber that God puts in him in his mother's womb. It is that that comes from his mother in his mother's milk that is in him when he is born.

They say poets are born, not made. It is true, and it is true that business men are born, not made. These men would have been business men if they had never learned a single syllable in school, having an education helps them; it helps them to talk in public; they can use fine language, language that can illustrate; and they can make it ornate and elegant and all that, but it doesn't make a business man simply to educate him in a school. You can't make a man cut out for a minister a merchant, nor a man cut out for a merchant a minister. You can't make a bad man good by sending him to school. Good men are good because they are good. It is in them and has to come out. These business men are business men because they are made of that kind of stuff. They got it with their birth. Business men are business men because they are made that way. Gentlemen, you have it in your own hands,

THE EMPIRE PATTERN.

NEW DESIGNS FOR 1895

TRADE
MARK.

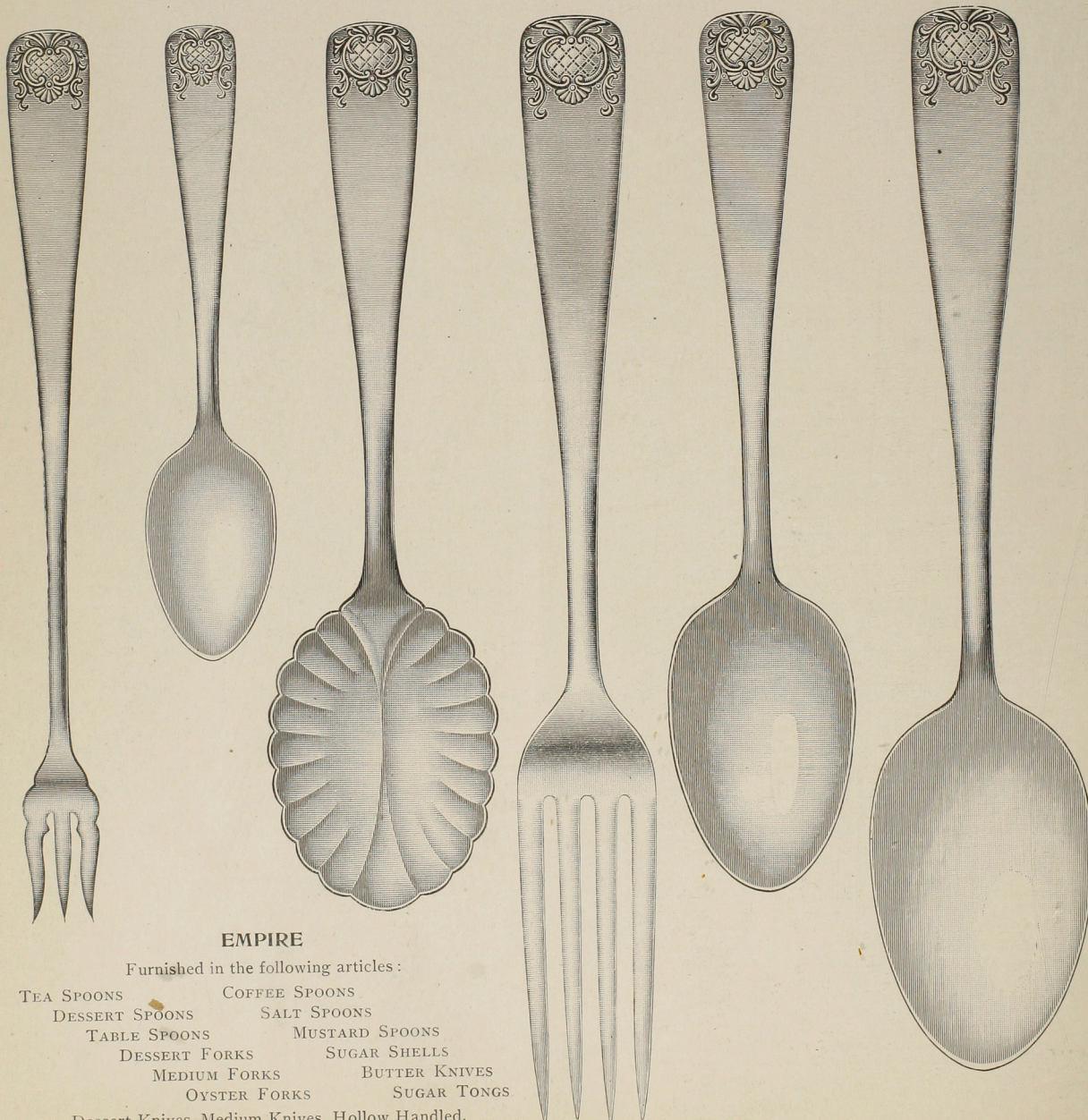
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OYSTER FORKS	SUGAR TONGS
Dessert Knives, Medium Knives, Hollow Handled.	

The business men of this country are the sinew and the brain of the nation. They make it and they sustain it, in the true sense. The miner digs the metal out of the earth, the gold, the silver, the copper, the tin, but it is mere dead weight. When men coin it into shining dollars, it does nothing, it is no good until the business man gets it into his hands and manipulates it. Then it produces; then it gets into the business world and becomes a power. The business man makes the money, makes the world, makes and sustains the Government. He produces the money that supports the families and that supports the Government; that builds the school-houses, the factories and the great marts of trade, the ships and the trains of cars. He builds them; that is his work. Of course intelligence is important, but although you cannot cypher in the calculus, although you cannot figure in algebra and trigonometry, although you cannot read the dead languages, you can mark, if need be, on the cellar door the cost and price; you can figure with your neighbor; you can follow the markets to perfection; you can scalp your neighbor in a trade like a Comanche Indian, and it doesn't make any difference whether you have been through college or not, you can do it. It is the timber that makes the business man. Work to the point, and my word for it, sooner or later you will find yourself successful, whether in the jewelry business or not. (Applause.)

THE TOASTMASTER:—"We skip one toast to-night, but I think we ought to make up for it by calling on a gentleman whom you all know. He has recently been adopted into the jewelry business; and I therefore ask Mr. Henry J. Furber to address this association for a moment."

SPEECH OF HENRY J. FURBER.

Mr. President and Gentlemen:—I regret that I have been called so late in the evening. An hour ago, I should have attempted to be funny, but the sobering influences of speeches to which we have listened for the last hour has made it absolutely ridiculous for me to think of being funny; particularly when I consider my surroundings. Here I am an old man surrounded by my grown-up boys, who would at least be sixty days poking fun at papa for trying to be funny on this occasion. It remains only for me to sum up as the last lawyer who is permitted to speak in the case, the substance of those who have gone before me. In the first place we listened to a most eloquent address of the gentleman from New York, on the City of New York. Now, imagine the gentleman from New York telling us anything about Chicago, and particularly the jewelers of Chicago. Why, gentlemen, I would stake my salvation on a stack of monthlies—I mean Bibles—that there is not a man in Chicago; that there is not a man in New York, who has any comprehension of the advantages of being a citizen of Chicago as compared with the jewelers of Chicago. We have listened to the distinguished gentleman, a citizen of whom we are all proud, on the subject of "National Currency." Is there anybody who has a keener appreciation and prizes more highly the national reputation than a jeweler of Chicago to-day? We did not listen to Dr. Hirsch, who was scheduled to speak to us to-night on "Civic Virtues of Chicago" and elsewhere.

We come next to the "Ethics of Business." We have listened to the very eloquent address of the Honorable John Barton Payne. I dare venture the assertion that the Honorable John Barton Payne nor any other person has a keener appreciation of what belongs to business—right and wrong—than the jewelers of Chicago to-day. The New Woman and the Old Woman. While the jewelers of Chicago still admit they have a keen appreciation of the women not only of Chicago but elsewhere, still, as far as respect for the virtue of woman, old and young, is concerned, the jewelers of Chicago stand ahead of all other businesses. Man is business. If there is a field open wide and attractive to young men to enter upon a business career whose integrity is fixed, whose purpose and intention is honorable and straightforward, we feel that the jewelers of Chicago open a wider field than any of them. I can say this for my association, that many of the prominent jewelers of Chicago, in daily intercourse with them, and I say to the young men of Chicago, who enter upon a business career, who are well grounded and honest and faithful in intention, that the jewelry business of Chicago opens a wider field than any other business of to-day.

I say this after years of association with the gentlemen surrounding me here to-night, many of whom I know intimately, and I say the business enterprises of the City of Chicago to-day, of all of them, none are more fully known, none are crowded with men of more integrity than the jewelry business of Chicago to-day. (Applause.)

THE TOASTMASTER:—"I now declare the Eighteenth Annual Banquet of the Chicago Jewelers' Association ended."

And thus closed the jewelers' gala night.

Echoes of the Banquet.

Attendance—145.

H. M. Burchard was in his element.

We missed the Muhr brothers—Simon and Jake.

Judge Oliver H. Horton gave dignity to the Meriden Britannia party.

M. A. Mead is visiting his family in Colorado and was necessarily absent.

Benj. Allen was missed. The marriage of his daughter, Miss Bessie Allen, prevented his attendance.

Those youngsters, Dripps and Cox, were again to the fore in representing the house of Benj. Allen & Co.

Pretty good people in that Reed & Barton group, Harry Lane, C. D. Peacock and Clayton B. Shourds.

George Gubbins has changed houses, but got there just the same. It was a great team, Payson, Gubbins and Smith.

Just an even 10 marked the number representing the Elgin National Watch Co.—the largest party from an individual house.

Manager Church, salesman Payson and accountant Glover were of the people who make the wheels go round for the Seth Thomas Clock Co.

The Waterbury Watch Co., E. F. Strickland, manager, was among the new ones. This house is the latest acquisition to membership in the association.

It was G. W. Marquardt & Sons first social entry here, but the occasion rested easily upon them. There are big events in Iowa with which the firm has been familiar.

The banquet committee can look back upon the event of 1895 without a regret at having left undone a single thing that could have increased the enjoyableness of the occasion.

An indisposition of the throat, on account of which his doctor advised against going out into the night, was responsible for the absence of Manager Prentiss, of the Gorham Mfg. Co.

The Honorable Thomas Cratty, a leading light of the Chicago bar; General H. A. Wheeler, representing the Governor and State; H. J. Furber, the capitalist who owns Chicago's great jewelry palace; Lyman J. Gage, head of the First National Bank, one of the strongest financial institutions in the country; Dr. Lawrence, the well known Baptist divine; Judge John Barton Payne, among the foremost on the Chicago bench, and John L. Shepherd,

president, Commercial Travelers' Club, guests of honor at the feast, laid aside reserve and joined heartily in the abounding good cheer. They were a goodly company.

General Manager Wygant, of the United Express Co., wrote to O. W. Wallis from West Baden Springs: "Your kind invitation is appreciated. If I did not absolutely need the rest so much I should surely come home to attend."

Professor Emil G. Hirsch, the brilliant Jewish rabbi, now of the University of Chicago, was unable to fill his appointment as speaker by reason of the illness of a son, who is low with diphtheria.

It was the first appearance in Chicago of society of T. R. Barnes, the new manager of the Holmes & Edwards Silver Co., and the Manhattan Silver Plate Co.; but in his brief sojourn he seems to have made many friends.

A telegram to Jos. Fahys & Co. from Los Angeles, Cal., Wednesday announced that C. W. Harmon, New York manager of the company, was delayed by floods on his return from San Francisco and would be unable to be present.

"Here's to an intelligent jury," remarked George Hunter, as he raised his glass, and the glasses of the Elgin Co. clicked in unison. Mr. Hunter had been acquitted the day previous by an Elgin jury on the charge of violating a State labor law.

Women May Work More Than Eight Hours a Day in the Elgin Watch Factory.

ELGIN, Ill., Jan. 24.—The case against George Hunter, superintendent of the Elgin National Watch factory, for employing women in the factory more than eight hours per day, was decided in the police court this evening. A jury of business men and prominent citizens acquitted him. This is the second attempt on the part of Deputy Inspector Bisno, of Chicago, to convict Mr. Hunter here. There are 2,000 women employed in the factories in Elgin, and they are bitterly opposed to the enforcement of the law, declaring that it would throw them out of employment if put in force, or at least reduce their wages to a sum that would deprive them of many of the comforts of life. A majority of the women are self-supporting and fully one-half have no homes to look to or relatives to assist them.

In the case to-day two girls, Ida and Amelia Fischer, testified that they were perfectly satisfied with their employment, and they had worked several years in the factory without any perceptible injury to their health, and the factory was clean, warm and well ventilated. Assistant Superintendent Cloudman testified that it was shown that women employed in the factory worked ten hours per day, five days in the week. The work was passed from the women to the men and if the former were not allowed to work more than eight hours a day they could not employ the men longer.

The Kent & Stanley Co. Seek an Extension of Credit.

PROVIDENCE, R. I., Jan. 24.—The somewhat startling announcement was made public this morning that the Kent & Stanley Co. requested their creditors to grant an extension of the payments maturing on stocks, notes and mortgages. The official notice sent out by order of the directors, making known the inability of the corporation to settle their obligations was as follows:

PROVIDENCE, January 23, 1895.

To the Creditors of the Kent & Stanley Co.:

We regret to be obliged to advise you that we shall be unable to meet our maturing payments as they become due, and shall be obliged to ask for an extension.

The affairs of the company are now being investigated, and as soon as a statement can be made out, a meeting of the creditors will be called for the purpose of advising with them as to the wisest course to be pursued.

In the meantime we beg your forbearance.

Yours very truly,

KENT & STANLEY CO.

Per order of the board of directors.

J. D. WARREN, Secretary.

The Kent & Stanley Co. are well known throughout the country as extensive manufacturers of chains and silver novelties but locally are chiefly known by the general public as the owners of the mammoth building at Sabin, Mason and Beverly Sts. The present huge factory building is pronounced by every one who has seen its modern construction to be the best and the biggest in the world; and the statement is doubtless true. For a long time the Kent & Stanley Co. have been the gossip and the wonder of the manufacturing jewelers of this city and the Attleboros. Recently the company have been negotiating for a bigger factory than the present one and an idea of what the corporation proposed can best be gained by the amount of money to be invested therein.

The scheme laid out for the new building was a marvellous one. An eight or nine story factory was contemplated, and the proposition was to bond it for \$500,000, and stock it for \$500,000 more. The plans had already been prepared, and, it is understood, accepted. The talk of the Kent & Stanley Co. business heads was to have not only one more building, but several, and the gossip of the town was the proposed centralization of the jewelry industry in the territory north of Sabin St. and west of Cove. The idea was that of a hustling pair of men, who saw the greatest future for the jewelry manufacturing business in and about Providence. The concern proposed to rent the buildings to jewelers, in apartments of any size, and furnish the power and heat and light.

It was later learned that the directors had been in session yesterday afternoon, and that within a few days a Mr. Huxley, of Boston, had been elected treasurer, to succeed Edwin F. Kent, the senior member of the firm. The officers of the corporation are at present, so far as can be ascertained: president, Arthur W. Stanley; secretary, J. D. Warren.

The present factory building is pretty well in the grip of the John Carter Brown estate, and the holder of several large mortgages, Harold Brown, is a member of the banking and manufacturing house of Brown & Ives. The mortgage loans by Harold Brown are personal accommodations and there are plenty of provisions in one mortgage which indicates a belief by the Kent & Stanley Co. members that they would soon make large payments on these mortgages. The first of the mortgages which covers the new building and the whole of the lands of the corporation is for \$150,000, and was made to Harold Brown, Aug. 13, 1894. The mortgage notes were four in number for \$25,000 each, and ten in number for \$5,000 each. The interest on this mortgage loan is 5 per cent. payable semi annually in advance.

There is also another for \$2,500, made August 14, 1893, and still a later one for \$25,000, made by the company to the same mortgagee, the latter being made Jan. 14, 1895, although not recorded until the 22d. The notes are payable in one, two and three years at 5 per cent. The first note of one year is for \$5,000, and \$10,000 is due each succeeding year. The old property owned and occupied by the firm at the corner of Eddy and Fountain streets was mortgaged Feb. 11, 1889, for \$65,000, which has never been canceled, so that the company are mortgaged to the total amount of \$242,500. It is also reported that the inability to dispose of as much as was anticipated of the capital stock is responsible for the difficulty the enterprising company find themselves in.

Besides the new building and land owned by the Kent & Stanley Co. there have been purchases of land in and about the new building by Mr. Kent, and the land formerly owned by the Barstows and others has to some extent passed into the hands of the members of the corporation.

This movement, it is understood, was in the line of gaining control of adjacent property to erect the proposed new factories, to be controlled by the corporation known as the Kent & Tingley Building and Land Co. The exact relation between this company and the Kent & Stanley Co. does not appear on the records at the State House, but stories are told of wonderful schemes afoot to embrace the whole territory in the vicinity of the factory by the former corporation.

The Kent & Stanley Co. were organized March 7, 1891. On Feb. 24, 1891, an act in amendment of an act entitled, "An act to incorporate the Eagle Furniture Company," was enacted by the General Assembly, as follows:

Section 1 of an act entitled "An act to incorporate the Eagle Furniture Co.," is hereby amended so as to read as follows:

"SECTION 1. Edwin F. Kent, Arthur W. Stanley and Daniel G. Littlefield, their associates, successors and assigns, are hereby created a corporation by the name of the Kent & Stanley Co. for the purpose of manufacturing, selling, or otherwise disposing of jewelry, plated ware, and articles useful in metal, and for the transaction of any other business connected therewith or incidental thereto, with all

powers and privileges and subject to all the duties and liabilities set forth in Chapters 152 and 155 of the Public Statutes," etc.

The capital stock was fixed at a sum not exceeding \$500,000, of which \$300,000 was paid in upon organization. On Tuesday, of this week, a return was filed at the office of the Secretary of State, showing that the balance of the capital stock (\$200,000) had been paid in.

The Eagle Furniture Co.'s charter granted Jan. 30, 1891, was never taken up and, as was customary at that time, the Kent & Stanley Co., upon deciding to become incorporated, procured the rights granted under the Eagle Furniture Co.'s charter by the special act in amendment alluded to above. Chapters 152 and 155 of the Public Statutes aforementioned give the company the right to hold or transfer real estate according to the requirements of their business.

Edwin F. Kent, Frank F. Tingley and John A. Shibley on the 10th day of September 1864, incorporated by the name of the Kent-Tingley Land and Building Co. for the purpose of acquiring, holding, building upon, improving, managing, leasing, mortgaging, selling and conveying real estate, chattel interest in realty and leasehold estates and supplying heat, light and power to the owner, tenants and occupants of real estate. The capital stock is \$1,000,000 divided into 10,000 shares of \$100 each, of which 5,000 shares are preferred stock and the remaining 5,000 common stock. The stock is entitled to receive from the net earnings of the corporation 6 per cent. per annum, and if the net earnings of any one year shall not be sufficient to pay such dividends on the preferred stock, the said dividends are to be cumulative and paid out of the net earnings of any subsequent year, but without interest. No dividends are to be paid on the common stock as long as there is any arrears of dividends on the preferred stock.

A peculiar circumstance is that said Edwin F. Kent, Frank F. Tingley and John A. Shibley only took one share each of the common stock, while the remainder of the stock remains in the treasury for future issue upon payment of the par value thereof. An amendment to the article of incorporation was adopted Nov. 17, 1894, striking out the words and figures "six per centum (6 per cent.) per annum," and substituting seven per cent.

The first meeting of the subscribers to the agreement was held Sept. 14 last, and John A. Shibley was chosen temporary chairman, and Mr. Tingley, clerk. By-laws and the constitution were then adopted. Following were the officers elected: Directors—Edwin F. Kent, Frank F. Tingley, John A. Shibley; president, Frank F. Tingley; treasurer, Edwin F. Kent; secretary, John A. Shibley. It is understood that Mr. Kent was the only "moneyed man" in the building company, and that Mr. Shibley was supposed to be the "great stock placer," and a failure would be a serious blow for the latter.

It is stated that the Kent & Stanley Co. are not embarrassed on account of their jewelry manufacturing interests, but because of trying to operate too many real estate deals. It is understood that, while the Kent & Stanley Co. built the new building on Sabin St., it was really in the Kent-Tingley Building & Land Co.'s interests.

The truth of the matter is substantially as follows: the Kent & Stanley Co. are supposed to own the new building on Sabin St. and the old Enterprise building recently vacated by them on Eddy St. When it comes to the other property to be acquired by the Kent-Tingley Co., the fee simple is supposed to be held by Edwin F. Kent and had not reached the point where the transfer was to have been made. Although the latter company were duly incorporated no deeds had been turned over to them. There are said to be two or three Boston banks, the same number in this city and one in Pawtucket involved for small amounts.

Neither secretary J. D. Warren nor Mr. Stanley, of the corporation care to say anything about the embarrassment pending a preparation of a report for the creditors and the making of a further statement by the board of directors. The statement that the affairs of the company are being investigated has aroused much curiosity and information upon this particular feature of the case was refused by everyone at the company's office. Treasurer Hoxley is busy looking into the financial end of the company and in all probability a statement will be prepared in a few days.

The Kent & Stanley Co. did business on the \$100,000 basis in about everything they touched. The commercial agencies were unable to secure any definite statement of assets and liabilities to-day. It is understood that an extension may be granted.

The Assets and Liabilities of C. S. Ball.

SYRACUSE, N. Y., Jan. 23.—Late yesterday afternoon the schedule of the liabilities and assets of Calvin S. Ball, who on last Tuesday made a general assignment, was filed in the office of the county clerk. The schedule showed that the liabilities on notes amounted to \$26,058.36. The assets are on stock, nominal, \$17,290.41; actual, \$15,968.23; on fixtures, nominal, \$2,480; actual, \$1,591. The schedule also showed that the cash on hand amounted to \$347.85; that accounts due the firm amounted to \$4,014.51, and also accounts of long standing due from persons whose residences are unknown amounted nominally to \$1,569.96, and actual, \$145.70.

The schedule showed further that notes amounting to \$5,000 had been given by Selleck Bros. and endorsed by Mr. Ball and also by John H. Young, of Auburn, amounting to \$4,800. The indebtedness preferred amounts to \$10,030 and not preferred to \$16,028.36. The total assets, nominal, amount to \$34,524.79 and actual, \$22,067.29. The sureties are J. Douglas Levette, Ramson B. True, Fred Barnes, David J. Francis

and A. B. Schreuder, and the amount of the assignee's bond is \$3,000.

Bold Sunday Morning Robbery at C. D. Peacock's Store.

CHICAGO, Ill., Jan. 25.—The night janitor at Peacock's jewelry establishment was startled from his work at 5 A. M., Sunday, by a loud noise which sounded to him like the dropping of a crowbar on the pavement. Running upstairs into the store and looking around he failed to discern anything unusual, and returned to his work in the basement. About ten minutes later he was called upstairs by a policeman rapping on the front door, who said that one of the large show windows on the north side of store in front of watch repairing department, containing opera glasses, including inside case, had been broken into.

Evidently the thief or thieves made quick work in their robbery owing to the fact that the police were on hand in ten minutes from the time of the robbery. This show window is situated near the entrance to elevator belonging to the building making it easy to watch the police as they pass to and fro on their beat; at the same time, skulking in the shadow of the large passageway, they could remain unobserved for some time watching their time to commit the robbery. On examining the surroundings a piece of iron about 12 inches long was discovered, also a full half brick which was evidently the instrument used in breaking windows. The hole looked as if a cannon ball had been shot into it.

In his haste the robber cut his hand on the jagged edges of the broken glass, leaving blood drops on the bottom of the showcase. Five Lemaire opera glasses were taken, two handled and two plain, worth in all about \$60.

The Firm Members of Smyth & Ashe Come to an Understanding.

ROCHESTER, N. Y., Jan. 24.—The members of the jewelry firm of Smyth & Ashe have finally come to a mutual understanding, and a dissolution of partnership is now announced. Frank A. Smyth continues the business and Thomas F. Ashe retires. About a week ago dissensions in the firm caused one of the partners to apply for a receiver.

An Old Jeweler's Charge of Grand Larceny.

ROCHESTER, N. Y., Jan. 25.—Frederick H. Young, a bookkeeper, who was arrested at Syracuse Wednesday on a charge of grand larceny in the first degree, was discharged in police court yesterday afternoon.

James Lusk, of this city, made the charge of grand larceny against Young. Lusk some time ago conducted a small jewelry store in a room over 161 E. Main St. In November last, it was claimed Young, who had been in the city a short time, called on Lusk and represented that he desired to sell goods for him on commission. The two

had some talk and Young called at the place several times. According to Lusk's story, Young called at his place Nov. 24th and took possession of the goods in the store, saying he was going to Syracuse to sell them. Lusk is an old man and he says he was so taken back by the man's nerve that he scarcely knew what to do. When he realized what the man was about, Lusk remonstrated with him, whereupon the man testified Young drew a revolver and threatened to shoot him if he did not give up the goods. The owner was much frightened and he said Young left the place with the goods in his possession. The goods consisted of watches and jewelry valued at \$2,149.45.

Lusk testified that he engaged Young to sell jewelry on a commission of 5 per cent. He said the man returned but \$178.

The Death of James Curran.

James Curran, of Leonhardt & Curran, New York, passed away Thursday morning. He died at his home in Bergen Ave., Jersey City, from heart failure, brought on by typhoid malaria, from which he had been suffering for two weeks.

Mr. Curran was a young man well known to the jewelry trade of New York. He was born in Newark, March 2, 1865, and early in life commenced to work in the jewelry trade. When about 16 years old he went to work for Dorrance, Edge & Co., of Newark, in whose office he was employed for many years. After representing several jewelry houses of Newark he started in business three years ago with G. H. Leonhardt, with whom he formed the firm of Leonhardt & Curran, manufacturers of rings and diamond mountings, 44½ Maiden Lane. The firm shortly afterward moved to their present location, 57 Maiden Lane.

The funeral services were held at the residence of the deceased Sunday, and the remains were interred at the New York Bay Cemetery.

The Plan of a Petty Swindler to Victimimize Jewelers.

ROCK ISLAND, Ill., Jan. 26.—A fellow pretending to be a Rochester, N. Y., jeweler, was in this city this week working a more or less ingenious fake. He called on jeweler Jacob Ramser and others, and in the course of conversation mentioned the fact that he was "stranded," that he wanted to send a telegram to "the store," but that at the telegraph office after he had written the message (which he produced), 55 cents toll was demanded in advance. If he could, he would like to borrow the 55 cents for a couple of hours.

Mr. Ramser gave him the money and 25 cents for a meal, but learning later that the fellow was victimizing other jewelers in the same way, he overhauled him and secured the return of his money. The swindler's sole equipment was a pencil and a block of telegraph blanks, but he had a pocketful of money.

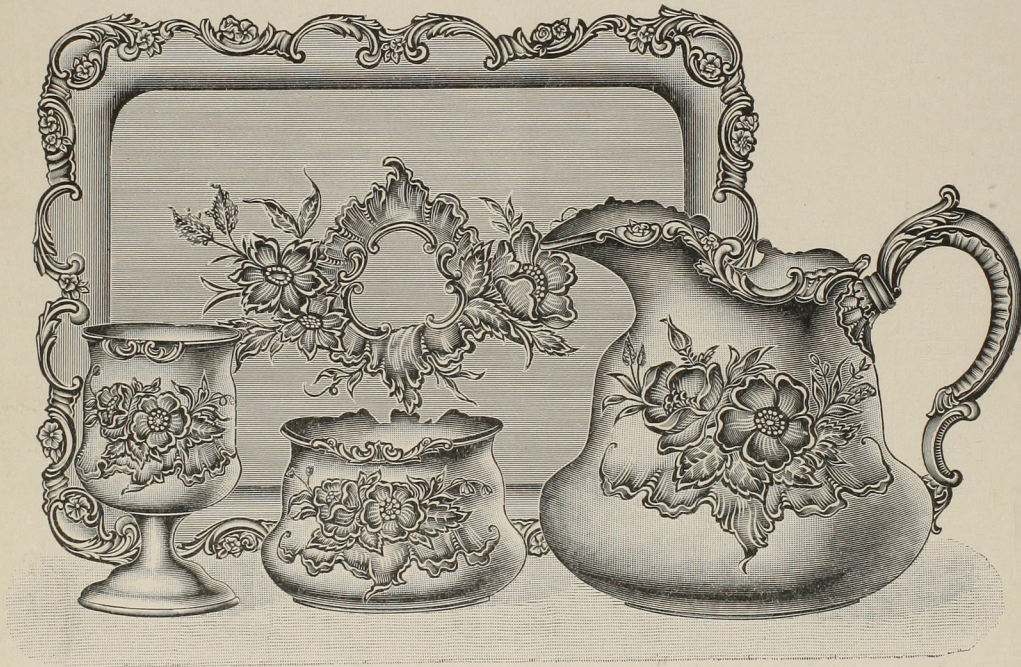
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Middletown, Conn.

22 JOHN ST., New York.

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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.

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The Finding of Diamond Deposits.

THE first question which occurs to the mind upon one reading a report of the discovery of a diamond mine, such as described by St. George in his letter from Kimberley, in another column of this issue, is: "What effect will it have on the diamond trade if the report tells the truth?" In endeavoring to answer the question here, it might be well to premise our deliberations with some remarks bearing upon the publication of reports in general treating of new finds of diamonds. It has been pointed out to us by more than one diamond importer that it is a pernicious policy to publish every

wild report of the finding of precious stones that reaches the editor's desk, inasmuch as such reports tend to cause the retail dealers to infer that prices will be immediately depressed. As it is a practically impossible matter to distinguish false from authentic reports when the correspondents are thought to be truthful, a journal as THE CIRCULAR, which is essentially a news purveyor, sees no way out of the difficulty other than publishing all. And he must be a man of small mental caliber, who would expect prices to immediately fall because a small quantity of diamonds besides the output of the powerful De Beers Company might possibly be placed in the market. Should the Robinson mine prove to be the valuable property many consider it, one of two circumstances will transpire; either the De Beers Company will absorb it, leaving the diamond industry in its present monopolistic condition without any change in prices, or this company will have a competitor of considerable magnitude and prices will fluctuate in accordance with the laws of competition. The former will be the more likely outcome, if the Robinson mine is a reality. Presuming it would not be, and that the quantity of diamonds in the market was increased and the prices lowered, the demand for the gem would be proportionately augmented. The fondness for the prismatic sparkle of a fine stone is almost universal in the human heart, and the people who would buy more diamonds than they do, if the price of the gems permitted, constitute a large part of the population of civilized countries. Whatever may be the ultimate outcome of the finding of diamonds in the Orange Free State, dealers will not expect any drop of prices for some months to come at least; for operations necessary to win the precious stones in paying quantities are a work of much time.

An Important Insurance Decision.

THE New York Court of Appeals recently handed down a decision on the law of insurance, which is of great importance to business men in general in New York State. The facts in the case were that the Home Insurance Co. had insured one, Verdier, on his stock of hardware. The policy contained the usual clause, "if the property be sold or transferred, or any change takes place in title or possession," it should be void. Verdier took a co-partner in his business and transferred to him an interest in his stock. Subsequently the fire occurred. The Court decided that the admission of a new partner made a change in the firm which vitiated the insurance, the contract for which was personal in its nature. As this decision comes from the Court of Appeals, it is not open to dispute; however, it will prove to be news to almost all merchants and to many lawyers. Business men have considered that any change taking place in a co-partnership did not affect its ordinary contracts, particularly

not its insurance. It is safe to say that there is not one merchant in a hundred of those who take in a new partner or buy out the interest of an old one who has thought it necessary to make any change in the firm's policies of insurance. The publication of this decision will apprise many jewelers that their policies, upon which they have relied for protection, have lapsed, and that in the case of loss by fire they could recover nothing. The many firms who have made co-partnership changes with the beginning of the new year should notify their insurance companies, and so place themselves beyond the likelihood of litigation.

THE profuse wearing of jewelry is the order of the day in the fashionable circles of Paris, even young girls being lavishly bedecked with costly ornaments, a circumstance which a few years ago was deemed unsuitable for their age. The fashion will soon spread to New York, Paris having led the way. All varieties of jewels adorned with all the colored stones are displayed on every hand and it is evident that the theory that jewelry is a "relic of barbarism" is not widely espoused in the French capital. And it is a fact bearing peculiar significance in the face of the cataclysm of such blatant theories as the foregoing, that eminent figures of noted artistic periods of the past are depicted, by pen or brush, as heavily borne down with the weight of jewels, or at least generously bedecked with them.

The Death of C. A. Morse.

CHICAGO, Ill., Jan. 25.—C. A. Morse, brother of F. E. Morse, and in the jewelry business here for some 35 years, died the 19th inst., from stone in the bladder. Mr. Morse had not been actively engaged in business for the past ten years. His affliction had been coming on for the past five years.

He was 76 years of age and left a son and daughter, both married. The funeral took place the Sunday following, from the residence of his daughter in Englewood, with whom he had made his home. Remains were interred in the family lot at Oakwood cemetery. The death of Mr. Morse removes another of the pioneers of the trade of this city, in which deceased had many warm friends.

A False Rumor Affected Charles F. Dufeu's Credit.

CHILLICOTHE, O., Jan. 24.—This week Charles F. Dufeu, the oldest jeweler in this city, made an assignment to John P. Phillips. Recently, in a suit that was instituted, some money in the hands of Mr. Dufeu was garnished, which was the cause of a false rumor getting out about his financial condition, and creditors swarmed in upon him.

The assets amount to about \$25,000 and liabilities will run almost as high. Preferences of \$8,000 were given by Mr. Dufeu to members of his family.

New York Notes.

C. W. Schumann, Jr., has entered a judgment for \$493.57 against Geo. H. Grossman.

Niagara Silver Co. have entered a judgment for \$440.72 against Abraham Schieber.

A judgment for \$104.30 has been entered against Nathan Rogers by the Ladd Watch Case Co.

Stephen Rock, 195 E. 3d St., has renewed a chattel mortgage on his jewelry stock to F. Kaffeman for \$650.

A judgment for \$155.05 against Abraham Schieber has been entered in favor of the Matthews & Willard Mfg. Co.

J. C. Wakefield, of Aikin, Lambert & Co., has been confined to his home in Bayonne, N. J., with an attack of the grip.

The action of Freudenheim & Abramson against Julia Raduziner has been restored to the day calendar of the City Court and is set down for trial on Feb. 4th.

A fine exhibit of standard cyclometers was made by the New York Standard Watch Co., last week at the Cycle Show held at Madison Square Garden.

By a mistake the name of M. J. Lasar appeared among those of the creditors of Bernard Berman, published last week. Mr. Lasar states he never sold to Berman.

Emile Philippe, of Geneva, Switzerland, has been visiting this city. Mr. Philippe is a member of the watch manufacturing firm of Patek, Philippe & Co. He arrived on *La Bourgogne* Jan. 20th.

Judge Daly, of the Court of Common Pleas, Saturday, extended the time in which John J. Connelly, assignee of Frank Bayerdoerfer, is to file his schedules until 20 days from that date.

Historical Sketch of Madison Square is the name of a handsome monograph issued by the Meriden Britannia Co. in commemoration of the recent removal of their New York store from Union Square to Madison Square. The souvenir is a neat specimen of the printer's art.

At a meeting of the United Watch Case Makers' Association, held at 407 Bridge St., Brooklyn, last week, a committee was appointed to draft a letter to Mayor Schieren containing the resolutions which the association passed, in which they express their sympathy with the striking trolley car employees.

A blonde young man about 21 years old called at the office of M. B. Bryant & Co., 10 Maiden Lane, Jan. 22d, and stating he was the son of Walter C. Potter, a Boston jeweler, ordered goods worth between \$500 and \$600. He said he would call and pay for the goods the next day. A telegram by M. B. Bryant & Co. to Mr. Potter brought the answer that the latter had no son, and there was no one in New York to represent him. The young swindler did not return.

One of the thieves who early in the morning of Jan. 15th smashed the window of Mrs. Lynch's branch jewelry store, 1123 Broad-

way, and stole a quantity of jewelry and opera glasses, was captured by the police Friday last. Detectives arrested him after seeing him pawn an opera glass at Simpson's, on Chatham Square. He confessed having been one of the window robbers and gave his name as Edward Crooks, 513 Wythe Ave., Brooklyn. He was held for examination.

Stephen G. Patterson, assignee of Jos. Rundback, applied to Judge Daly, of the Court of Common Pleas, Saturday, for another extension of time in which to file his schedules. In his affidavit he says that he is unable to obtain part of the assigned property, which is in the hands of property clerk Harriot, to be used as evidence in the criminal proceedings against Rundback. The assignee also states that he has reason to believe that Rundback has settled with all his creditors. Judge Daly granted an extension of 30 days.

Judge McAdam and a jury, in the Supreme Court, Thursday, heard on a retrial, the suit brought by Sarah A. Carson against Simon Dessau, formerly a dealer in diamonds and bortz, at 4 John St., from whom she sought to recover \$50,000 damages for false arrest. Miss Carson claimed that on Feb. 9, 1889, when she called at Dessau's office to collect a bill, he refused to pay it and caused her arrest on a charge of blackmail. In the Police Court she says she was fined \$10 for disorderly conduct. The jury gave Miss Carson a verdict for \$3,500. On the first trial she was awarded \$3,000.

A. S. Koplik & Son, 247 Sixth Ave., confessed judgments Jan. 22d to Rosalie Koplik for \$3,627 and to Isaac Hirsch & Son for \$774, both for borrowed money. The failure is attributed to very poor business. The liabilities are said to be \$15,000, of which \$8,500 is due to the wife of the senior partner for money she borrowed from a life insurance company and put in the business. The assets are estimated at \$10,000. The firm consists of A. S. Koplik and his son, Samuel J. Koplik, the father having been in business since 1855. Samuel J. Koplik was admitted as a partner about three years ago after being employed in the business about ten years.

The United States Circuit Court of Appeals, Wednesday and Thursday heard the appeal from the decisions of the Circuit Court in the suits of Ecaubert vs. Appleton and Appleton vs. Ecaubert. The former suit was brought by Frederick Ecaubert against Robbins & Appleton for alleged infringement of a patent granted to Ecaubert on a machine for ornamenting watch case centers. The cross suit brought by Robbins & Appleton against Ecaubert was to set aside this patent. The decision of the Circuit Court before whom the cases were tried last February declared that the patent in question was wrongfully issued to Ecaubert, and rightfully issued to one Hoffman, an employe of Robbins & Appleton. An appeal was taken from this de-

cision, which was argued last week as before stated. Decision was reserved.

A cool theft was attempted Thursday at the jewelry store of J. H. Johnston & Co., 17 Union Square. The Rev. Joseph A. Harper, a salesman in the store, while attending to two young men who were looking at studs, noticed a suspicious movement of the hand by one of his customers. When the men started to go without purchasing, Mr. Harper grabbed the man he suspected and putting his hands in the man's pocket pulled out a card of studs valued at \$33, which had been stolen from the tray. The thief grappled with his captor and continued the fight out to the sidewalk where Detective Jacobs arrested him. In the confusion his companion escaped. In the Jefferson Market Police Court he gave his name as Harry King, of Norfolk, Va. He was held for trial in \$1,500 bail.

The schedules of Simon Black, 14 John St., which were filed Jan. 22, show the assets of the insolvent to be nominally \$8,398.41 with an actual value of \$3,328.41. They consist of merchandise worth \$2,978.41 and a safe and fixtures worth \$350. The remainder is in uncollectable accounts. The liabilities amount to \$12,294.85. The merchandise creditors are Greene & Knox Mfg. Co., \$307.26; W. C. Edge Co. \$213.60; Stern Bros. & Co., \$980.50; Potter & Buffington \$412; Bugbee & Niles, \$145; J. Bulova, \$187.95; Rothschild Bros., \$164.50; Waite, Thresher Co., \$267.48; B. Sugarman, \$329.50; Morris Prager, \$505.97; M. J. Lasar, \$1,675.07; Max Freund & Co., \$986.80; Maurice Weil, \$486.27; H. Z. & H. Oppenheimer, \$819.59; M. Kollender, \$600.80; R. A. Breidenbach, \$959.91; J. M. Lyons, \$771.53; M. Damast, \$1,299.18; C. Cottier & Son, \$481.50; Otto Kruh, \$150.94 and E. L. Anrich, \$544.44. Mr. Black assigned Jan. 17th to Warren S. Burt. The assignee has given a bond of \$5,000.

Jacob Ritter, 461 Eighth Ave., New York, and Hoboken, N. J., is offering a compromise. In response to a call sent out by Hays & Greenbaum, as attorneys for Ritter, a number of the creditors met at the offices of the law firm, 170 Broadway. The creditors present who represented merchandise indebtedness amounting to about \$12,000 out of the total liabilities of \$16,000, were made an offer of settlement at 40 per cent.; 25 cents cash and the remainder in two notes due in four and eight months. The acceptance of this offer the creditors unanimously agreed to recommend, and papers embodying the proposition are now being circulated. Ritter owes \$550 to his bank and also owes for cash lent by his wife and sons. The last two, it is said, however, are willing to waive their claims if the settlement can thereby be accomplished. About two weeks ago an attachment was issued against Ritter for \$200 in favor of Isaac Smith's Sons. This was paid, and Ritter then removed his stock to Hoboken.

Continued on Page 53.

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

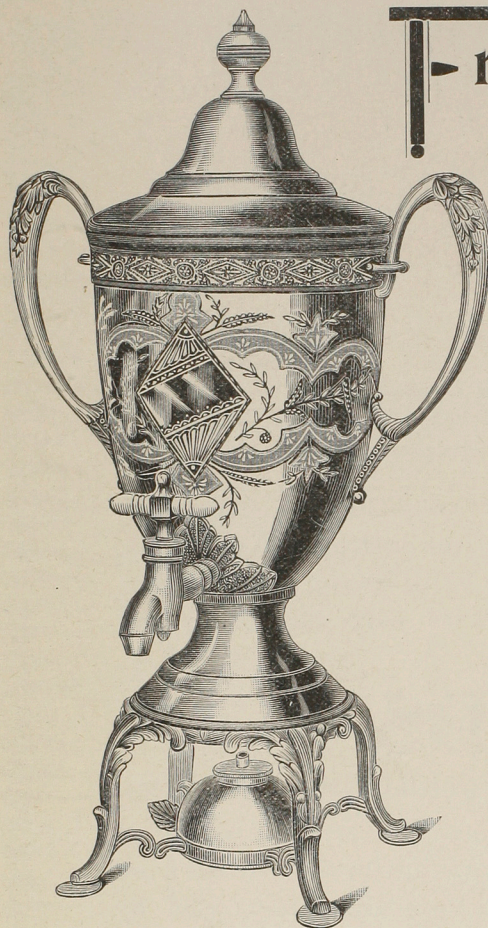
PRICES THAT DEFY COMPETITION.

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 all kinds of Precious Stones, although to-day the assortment offered by L. Tannenbaum & Co. ranks second to none in this country.

 **HIGHEST PRICE PAID for all AMERICAN PEARLS and OTHER PRECIOUS STONES.**

French Coffee Percolator.



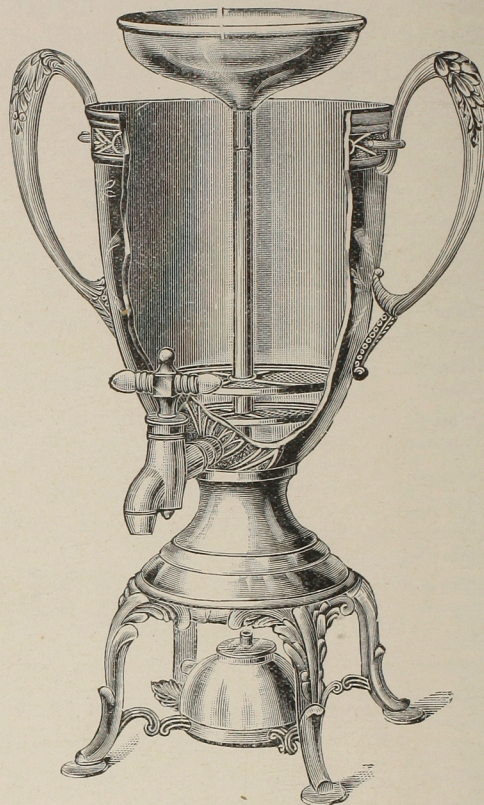
FRENCH COFFEE PERCOLATOR.

This French System of Percolation produces the very best results. Extracts the entire strength of coffee by this double filtration. Made in any style of bright cutting or plain.

Sizes 2, 3 and 4 quarts.



The Manhattan Silver Plate Co. are the original makers of this Urn, which has been pronounced by lovers of good coffee, the only perfect article of its kind manufactured in Silver Plated Ware.

COFFEE PERCOLATOR.
Cut showing inside Filtering, Etc.

SALESROOMS:

23 John Street, New York.

65 Washington Street, Chicago.

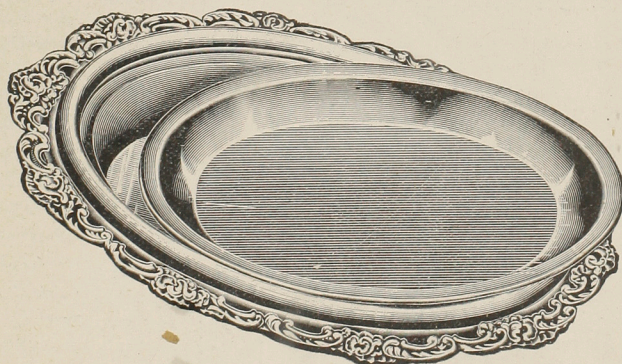
CATALOGUES
AND PRICE LISTS AT
ALL OUR
SALESROOMS.

508 Chestnut Street, St. Louis.

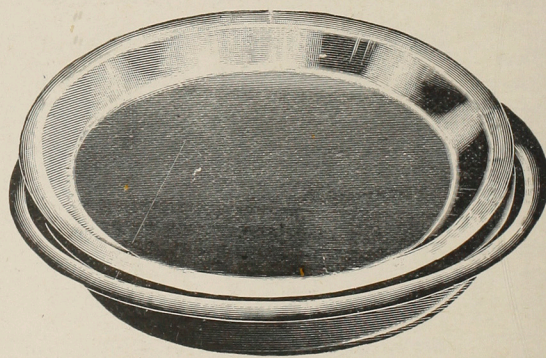
120 Sutter Street, San Francisco.

SOMETHING NEW!!

Inside Plate is granite ware or earthen plate, used by housekeepers, in which you bake the pie and then place it in the Silver Dish to serve on the table—being not only ornamental but very useful, and will be appreciated by everyone.



PIE BAKING PLATE.



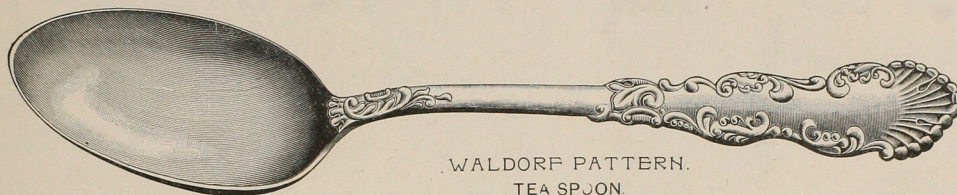
PIE BAKING PLATE.

MANHATTAN SILVER PLATE CO., FACTORIES, LYONS, N. Y.

THE HOLMES & EDWARDS SILVER CO.,

BRIDGEPORT,
CONN.

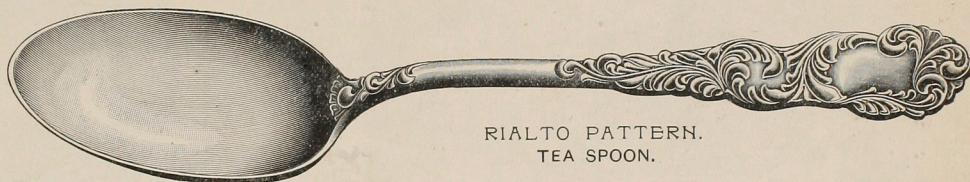
are the largest manufacturers of Silver Table Flatware in the country. Their goods are everywhere known as the finest in quality and finish. In Sterling Silver Inlaid quality, Trade



WALDORF PATTERN.
TEA SPOON.

Mark, "E STERLING INLAID HE." The two new Steamships, "St. Louis" and "St. Paul," are to be furnished with Inlaid quality.

The Waldorf and Rialto are the most popular patterns made in the Inlaid quality and Special XIV



RIALTO PATTERN.
TEA SPOON.

in fancy pieces. Ladles in this pattern are most artistic. Leading jewelers pronounce them beautiful.

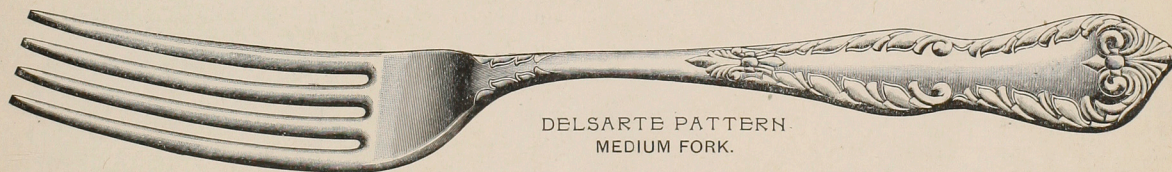


DELSARTE PATTERN.
TEA SPOON.

"XIV."

on fancy pieces in lined boxes meet the demands of the best trade.

The Government give their endorsement on Holmes & Edwards goods.



DELSARTE PATTERN.
MEDIUM FORK.

CHICAGO SALESROOMS, 65 WASHINGTON STREET.

T. R. BARNES, Manager,

WILLIS W. BROWNE, Asst. Manager.

NEW YORK,
2 Maiden Lane.

ST. LOUIS,
307 N. 4th Street.

SAN FRANCISCO,
120 Sutter Street.

THE HOLMES & EDWARDS SILVER CO., BRIDGEPORT, CONN.

SETH THOMAS CLOCK CO.,

(ESTABLISHED 1813.)

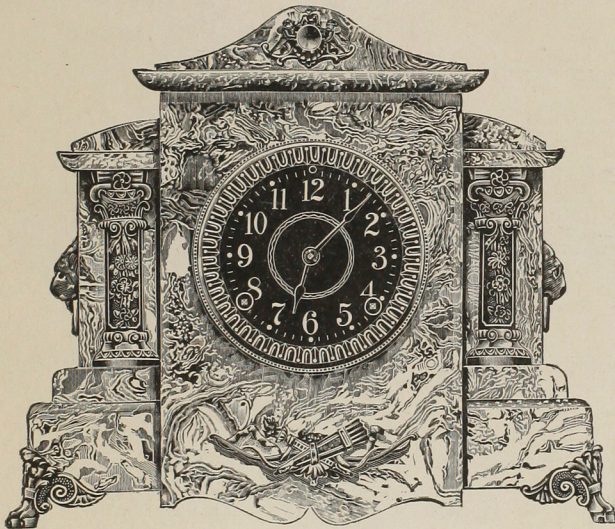
FACTORIES, - - - - - THOMASTON, CONN.

MAKERS OF

CLOCKS AND WATCHES.

No. 785.

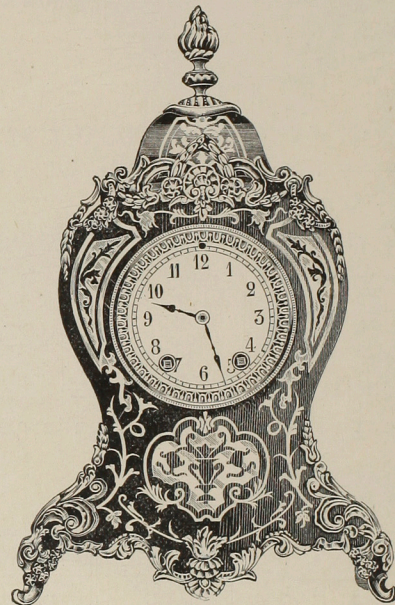
Wood Case, Adamantine Finish. Bronze Metal Trimmings.



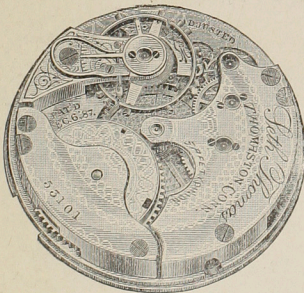
Height, 12 $\frac{3}{4}$ inches. Base, 15 inches.
8 Day, Spring, Strike. Cathedral Bell. 5 inch Dial.

LOUVRE.

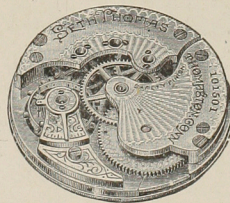
Marqueterie Panel, Mahogany Front, With Polished Brass
Inlay, Gilt Metal Trimmings.



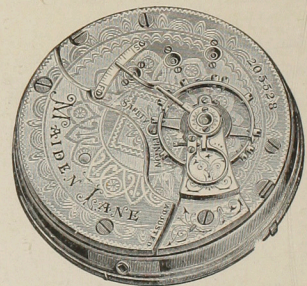
Height, 16 inches. Base, 10 inches.
Cathedral Bell. - - - 4 inch Porcelain Dial.



No. 202. Hunting, Nickel. 18
Size. 15 Jewels. Adjusted. Microm-
eter Regulator.



No. 119. Nickel. 5 Size 15
Jewels.



Maiden Lane. O. F. Nickel. 17
Ruby Jewels in Gold Settings. Ad-
justed. Micrometer Regulator. Breguet
H. S. D. S. Dial.

OFFICES AND SALESROOMS:

149 and 151 STATE STREET, CHICAGO.

49 MAIDEN LANE, NEW YORK.

126 SUTTER ST., SAN FRANCISCO.

SIMPSON, HALL, MILLER & CO.,

141 and 143 STATE STREET. - - CHICAGO, ILL.

MANUFACTURERS OF - - -

THE HIGHEST
QUALITY QUADRUPLE
SILVER PLATED HOL-
LOW WARE.



TRADE MARK FOR



HOLLOW WARE.

MANUFACTURERS OF - - -

THE GENUINE
WM. ROGERS
KNIVES,
FORKS,
SPOONS, Etc.



TRADE MARK FOR FORKS, SPOONS, Etc.

W. ROGERS, ★
Wallingford, Ct.



FACTORIES:

WALLINGFORD,
CONN., U.S.A.



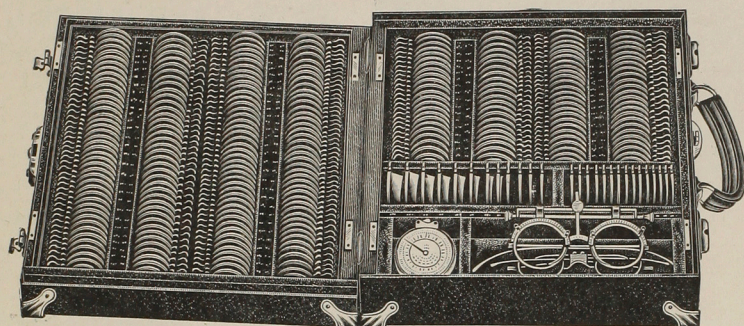
Write for Our New Illus-
trated Catalogue No.
27, of Knives,
Forks, Spoons, Etc.

No. 7700, Epergne, Silver Embossed, Gold Lined Bowls.
Height, 24 inches.

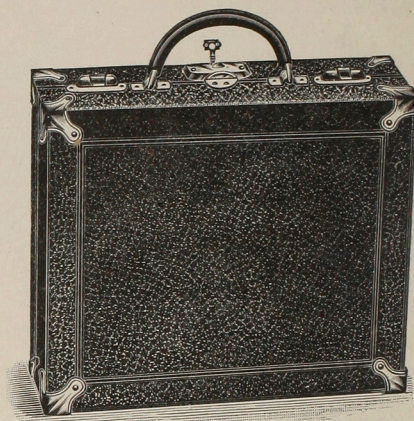
GENEVA OPTICAL CO.,

..... CHICAGO, U. S. A.,

WISH TO CALL THE ATTENTION OF THE TRADE TO A FEW OF THEIR SPECIALTIES.

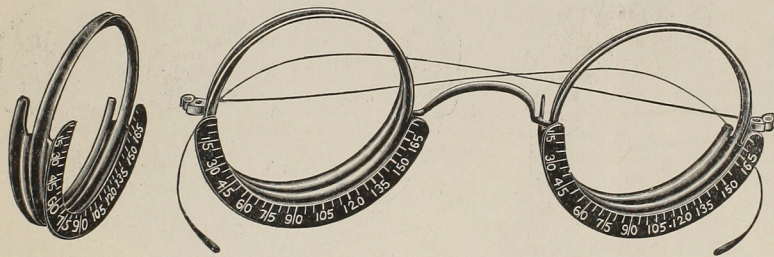


No. 1004 and 1008. Open.



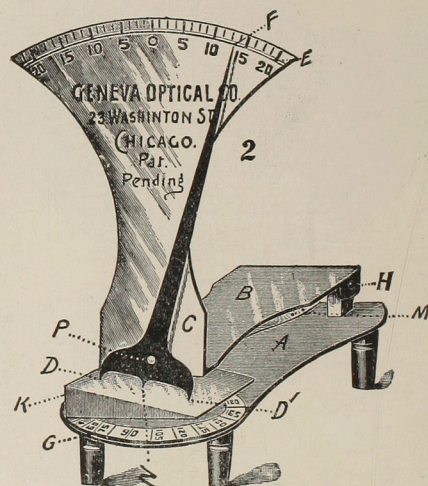
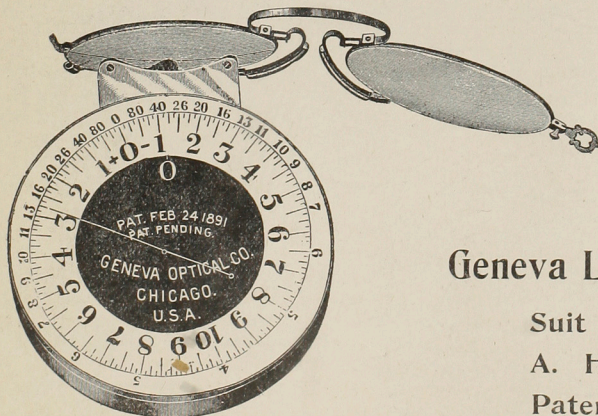
No. 1004 and 1008. Closed.

FOLDING CASES OF TRIAL LENSES.



No. 1050 "FAIRIE" TRIAL FRAME.

Aluminum, Weighs but One-Quarter of an Ounce.



PRISM MEASURE and LENS CENTERING INSTRUMENT.

Geneva Lens Measure.

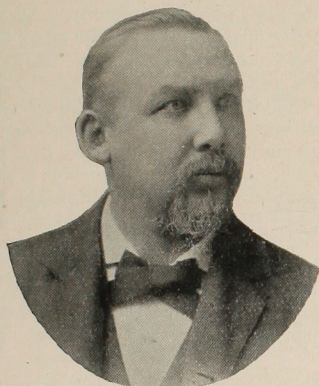
Suit was entered January 10th, against The F. A. Hardy Company, for infringement of our Patents on Lens Measures.

CATALOGUE MAILED ON APPLICATION.

THE MAGNITUDE OF THE CHICAGO JEWELRY INDUSTRY.

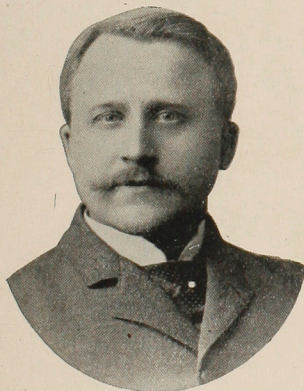
The Ramifications of Otto Young & Co.

AS typical of the resistless energy that has figured so largely in promoting the rapid growth of Chicago, a visit of inspection to the mammoth salesrooms of Otto Young & Co., 149-151 State St., should become the duty of every jeweler visiting



OTTO YOUNG.

the city. The tireless energy of Julius Schnering, the active manager and Co. of the firm, seems to have inculcated every employe with a spirit of activity that is unusual, even in this bustling city. With



JULIUS SCHNERING.

an army of assistants in the many departments the effect is that of a vast beehive of commercial industry.

At first sight there is a sense of bewilderment, but so well managed are all the minor details that each employe is but a part of that wonderful machine—a great jobbing

house—which distributes its products worldwide. Away in the distance we hear the stentorian voices of the callers as they repeat to the entry clerks the bills ready for shipment, and yet, though half a block distant, this is but a part of the great scene before us. The various enterprises with which Mr. Young is connected require the greater portion of his time, Mr. Schnering having so absolute a management of the jewelry interests that the former appears rather in the light of a consulting partner.

The present quarters have been occupied by the firm for 24 years, and the wonderful development of the house in that time to a foremost position among business houses of the west, is one of the best examples of what executive ability can accomplish when associated with sound business policy. The stock of Otto Young & Co. is a complete index of all the newest and latest productions required by the retail jeweler.

The Beauty of the Towle Mfg. Co.'s Product.

THE truly remarkable growth of the Towle Mfg. Co. is without a parallel in western business circles. Incorporated in 1880 with a small capital the company has in the few years since then rushed into the foremost ranks of silver manufacturers. From 1880 with, its future all before it, to 1895 with success and high standing assured, is a phenomenal record, and it is one not secured by "boom" methods, as grow the mushroom "cities" of the far west, but rather, was brought about by conservative, far sighted business men who accepted an offered business opening, and from indications have made the most of their opportunity. Before the holidays the writer was passing the silver display in the window of a leading Chicago jewelry house when he heard a lady remark:

"Aren't they beautiful?"

Her escort replied: "They are, indeed. Which do you prefer?"

"Really, I do not know," she said, "they are both so pretty."

Now, it happens that the listener, being a married man, knew a woman whose judgment, so far as it relates to household articles, is to him final, and shortly after passing the same window he called her attention to the silver display.

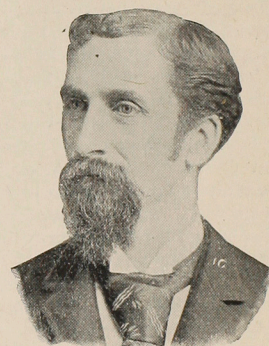
"They are very handsome," she commented, and when asked as to her choice

replied "really, either would be very acceptable."

Her escort remarked, after telling of the conversation previously overheard and speaking of the oneness of sentiment, "That is a strange coincidence."

"Not at all," she quickly responded, "it is a 'natural coincidence.'"

And after all it is but natural, for the patterns under inspection were the "Empire" and "Old English" of the Towle Mfg. Co., 149-151 State St. To the connoisseur in silver there would seem a wide difference in the two patterns; to the purchasing public who look more to effect there is a difference, but less wide. The "Empire" is extremely chaste in design while the pop-



J. A. TODD.

ularity of the "Old English" depends rather upon a certain richness than on simplicity of design.

It is probable that the choice patterns issued by the Towle Mfg. Co. are to a large degree responsible for the activity in both factory and salesrooms. Manager Todd affirms that this is true.

"The Busiest House in America."

"THE busiest house in America" is no misnomer when applied to the great commercial establishment of Lapp & Flershem, northwest corner State and Washington Sts., Chicago. And yet, as time is measured in other cities, it was but yesterday that Ohio and New York, the respective birth places of the members of the firm, joined hands to establish in Chicago a business that has already exceeded in volume the most sanguine expectations of its founders. The firm consists of Peter Lapp and Lem W. Flershem, each

a man of rare business qualifications, each self-taught in the school of practical commercial life by advancing through the various grades of promotion in the wholesale jewelry business in the employ of others before venturing on the sea of commerce themselves.

Thus equipped with a complete knowledge of details the firm began business in 1876 in



PETER LAPP.



L. W. FLERSHEM.

LAPP & FLERSHEM.

a modest way, with a small and well selected stock, at the corner of Madison St. and Fifth Ave. At the commencement they were long on experience and stock and short on customers. With a "go-ahead-iveness" characteristic of both men, efforts were properly directed looking to an enlargement of trade, and the results were so gratifying that the little 20x40 office was soon exchanged for salesrooms at 141 State St., quadruple in size their former quarters. These seemed sufficient in size for all time to come, but the firm outgrew their space within two years and a removal to 81 State St., followed, this location in turn being given up by a change to their present quarters, northwest corner State and Washington Sts., where fifteen times the space originally started with was further increased by the building of suspended half-floors for stock.

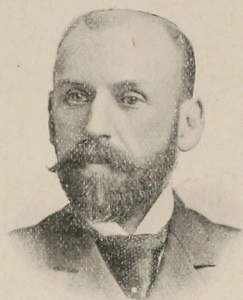
The history of the house from its inception in 1876 to its present magnificent proportions is an object lesson as to what fidelity to details, enterprise and liberal dealing may accomplish when coupled with honesty and foresight. The title of "Busiest House in America," in the words of the bard of the jewelers' banquet of two years ago, "came to stay," and is not only appropriate to this energetic house but a deserving merit. The laurel wreath of success has crowned their efforts, but Messrs. Lapp and Flershem as practical and progressive men care little for laurel leaves and crowns and such like "fixin's" but are actively in "harness" that they may with real merit and true worth go forward to still greater achievements in the world of trade.

The Extensive Ramifications of the Ansonia Clock Co.

THE name "Ansonia" is synonymous with all that is artistic in clock architecture. Unconsciously one associates the word not only with clocks themselves, but also as a designation of that class of clocks which combines accuracy in timekeeping qualities with the choice and popular designs which have aided so largely in giv-

ing fame to the factory as a leader in case construction. As to intrinsic merit of movement and elegance of case design the trade is already so well informed that it were superfluous to here go into details as regards the productions of the Ansonia Clock Co.

The company, by consolidation with several concerns, dates its birth forty years back. Its works were then in Ansonia, Conn., but were shortly after established at Brooklyn, N. Y., where an entire block, four acres in extent, covered with five and six story buildings, is required for the conduction of its enormous manufacturing interests, with a range of production extending all the way from the to many indispensable nickel alarm to the most costly and ornamental art works in rare marble and bronze. Besides the main offices, at 11 to 21 Cliff St., New York, from which its large operations are conducted, the company has salesrooms at 11 Cortlandt St., New York, a circulating depot at 23 Fore St., E. C., London, England, and an extensive office and elegant salesrooms at



E. D. BARNUM.

133-135 Wabash Ave., Chicago, for the convenience of its large and constantly growing list of customers in the west. The latter branch has been in operation for fifteen years—at first at 65 Washington St., later moving to No. 64 of the same street, and six years ago, having outgrown its old quarters, moved to its present location, where double the former space is occupied.

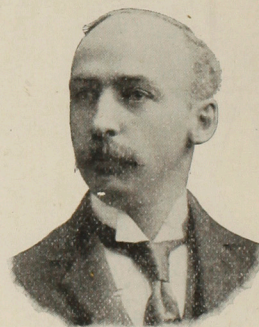
E. D. Barnum, manager of the western branch, has been associated with the company for eight years, and during that time has, by his well directed efforts, aided efficiently in the rapid progress the company has made, and is making in western business. In the clock business Mr. Barnum has worked from the ground up. At the time of the great Chicago fire he entered the employ of the American Clock Co. as bookkeeper. After the dissolution of the company he engaged with the E. N. Welch Mfg. Co. for several years as salesman and later was jewelry traveler for T. I. Smith & Co., of Attleboro. In 1887 he accepted the position of manager for the Ansonia Clock Co., in charge of the western office, and jewelers will find no more cor-

dial greeting anywhere than that extended by Mr. Barnum to callers at the Chicago salesrooms, 133 and 135 Wabash Ave., this city. Even in the line of information as to advancement in clock mechanism, a visit to the handsome salesrooms will be of interest.

The March of Progress of G. W. Marquardt & Sons.

FORTY-ONE years have passed since G. W. Marquardt established the house of G. W. Marquardt & Sons in Iowa City, Ia. For 26 years the youngster thrived and grew fat, but there were limitations which prevented it becoming a giant. Casting aside the swaddling clothes of its birthplace it went in 1881 as a youth to Des Moines, Ia., where facilities were better for a larger commercial development. With a healthy increase for 13 years in that city, it became "a strong house in the field with its contemporaries" and like Alexander of old looked for new worlds to conquer. All roads in the west lead Chicagoward, and hither came this stripling, now grown to man's estate. And to put it mildly the firm have created a stir. They had no need for money; in fact, they had a whole bankful in Iowa, and though they have been in Chicago but a few months, the appearance of their salesrooms on the fourth floor of the Columbus Memorial building, indicates that they do not lack for customers; in fact, G. W. Marquardt & Sons have outgrown their quarters in their first year of business in Chicago. And it wasn't the fault of the quarters; they seemed ample enough, but the firm spent \$10,000 or \$15,000 on a book.

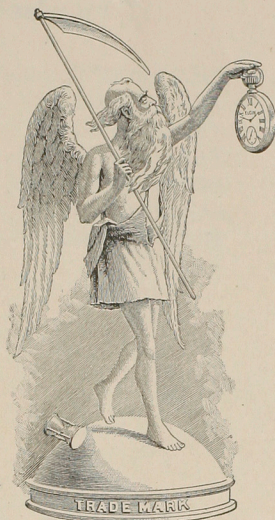
This book was got up rightly, and it told all about what the firm would do if the retail jeweler would give them a chance. Word got out in some way that the book was a pretty handy thing to have around,



G. W. MARQUARDT, JR.

and the result was that every jeweler wanted one. The firm set forth the claim, in silver lettering on the lavender cover of the book, that their prices were lower than those of any others, and perhaps this was what caused the demand. Well, the trade kept asking for them and the edition ran out, but the firm said they had noticed there were

Ask your
Jobber for



Elgin's New
Twenty Ruby Jeweled
Eighteen Size Nickel Movement

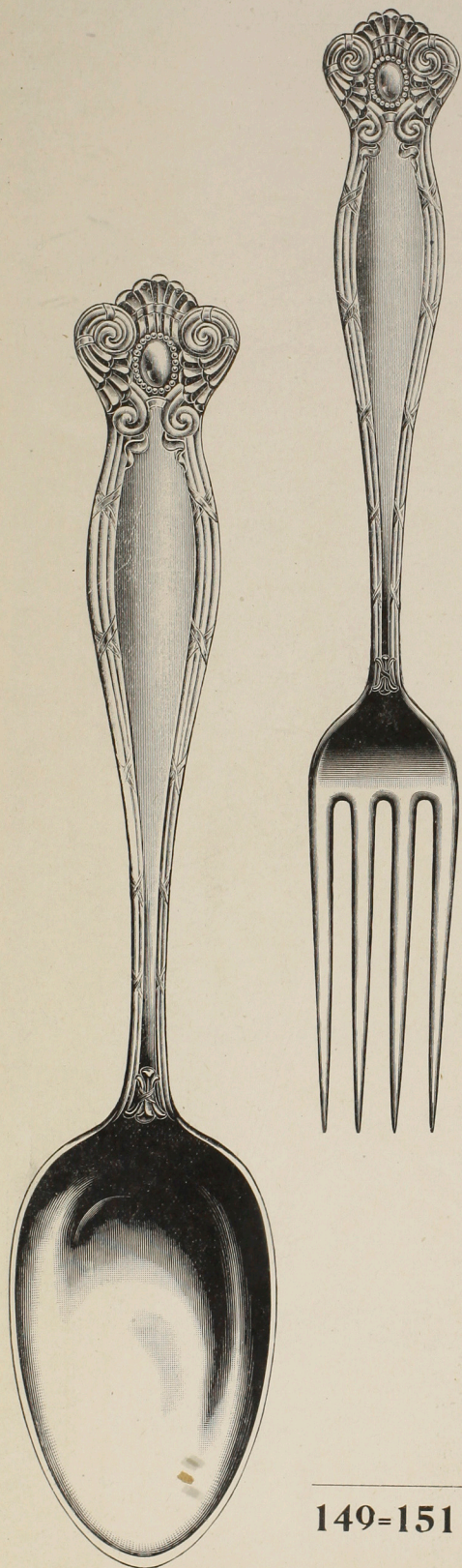
Hunting or Open-Face.
Adjusted to Temperature,
Isochronism and Position.
Escapement Cap Jeweled.
Jewels in Gold Settings. Micrometer Regulator.
Breguet Hairspring.
Glass Enamel Double-Sunk Dial.
Finely Finished Throughout.

Manufactured by the

Elgin National Watch Company,

General Offices: Chicago, Ill.
New York Office: 11 John Street.

Elgin, Illinois.



EMPIRE.

TEA SPOONS, small,	-	-	-	=	8 Ounces.
TEA SPOONS,	-	-	-	=	10, 12, 15 "
TABLE SPOONS,	-	-	-	=	24, 28 "
TABLE SPOONS, large,	-	-	-	=	32 "
DESSERT SPOONS,	-	-	-	=	17, 20, 24 "
DESSERT FORKS,	-	-	-	=	17, 20, 24 "
MEDIUM FORKS,	-	-	-	=	24, 28 "

Towle Manufact

SILVERS

DESIGNERS AND

STERLING

CHICAGO:

149-151 STATE STREET.

TAB
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IN ONE QUALI
925
1000
FINE

OLD ENGLISH.

TEA SPOONS, small,	-	-	-	-	8, 9 Ounces.
TEA SPOONS,	-	-	-	-	10, 12, 15 "
TABLE SPOONS,	-	-	-	-	24 "
TABLE SPOONS, large,	-	-	-	-	28 "
DESSERT SPOONS,	-	-	-	-	18 "
DESSERT FORKS,	-	-	-	-	18 "
MEDIUM FORKS,	-	-	-	-	24 "

Manufacturing Company,

SMITHS.

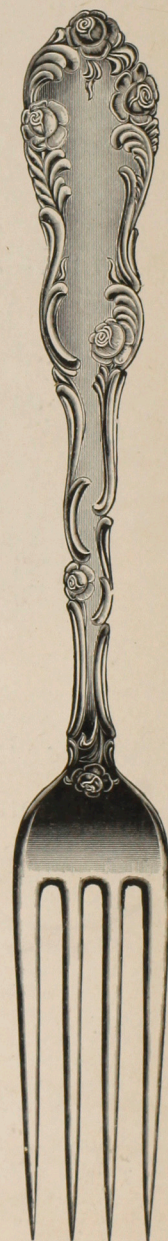
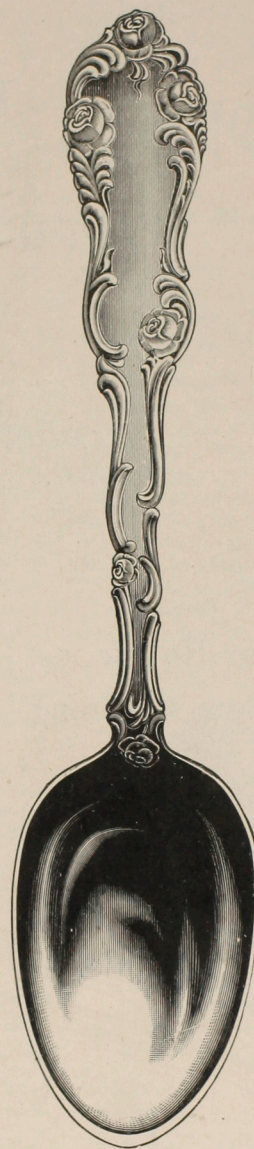
AND MAKERS OF

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ARE

SILVER

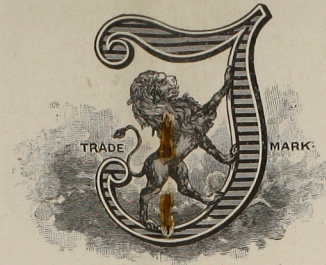
NEWBURYPORT, MASS.

Correspondence Solicited from the Jewelry Trade.



EMPIRE.

TEA SPOONS, small,	-	-	-	-	8 Ounces.
TEA SPOONS,	-	-	-	10, 12, 15	"
TABLE SPOONS,	-	-	-	24, 28	"
TABLE SPOONS, large,	-	-	-	32	"
DESSERT SPOONS,	-	-	-	17, 20, 24	"
DESSERT FORKS,	-	-	-	17, 20, 24	"
MEDIUM FORKS,	-	-	-	24, 28	"



OLD ENGLISH.

TEA SPOONS, small,	-	-	-	-	8, 9 Ounces.
TEA SPOONS,	-	-	-	10, 12, 15	"
TABLE SPOONS,	-	-	-	24	"
TABLE SPOONS, large,	-	-	-	28	"
DESSERT SPOONS,	-	-	-	18	"
DESSERT FORKS,	-	-	-	18	"
MEDIUM FORKS,	-	-	-	24	"



Towle Manufacturing Company, SILVERSMITHS.

DESIGNERS AND MAKERS OF

STERLING

TABLE
WARE

SILVER

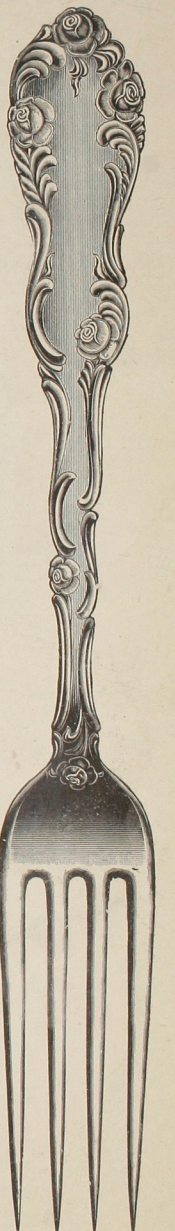
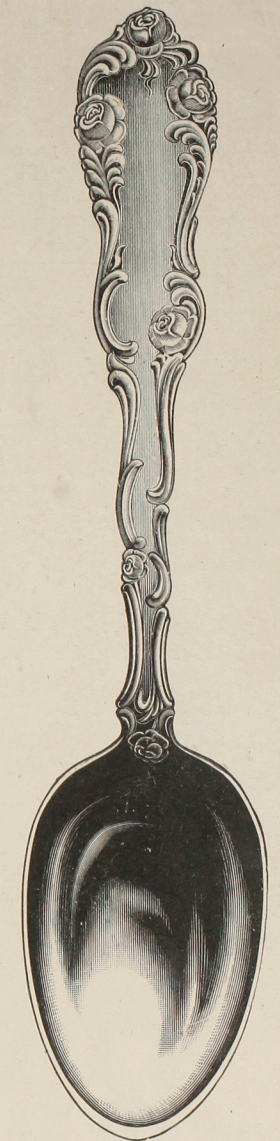
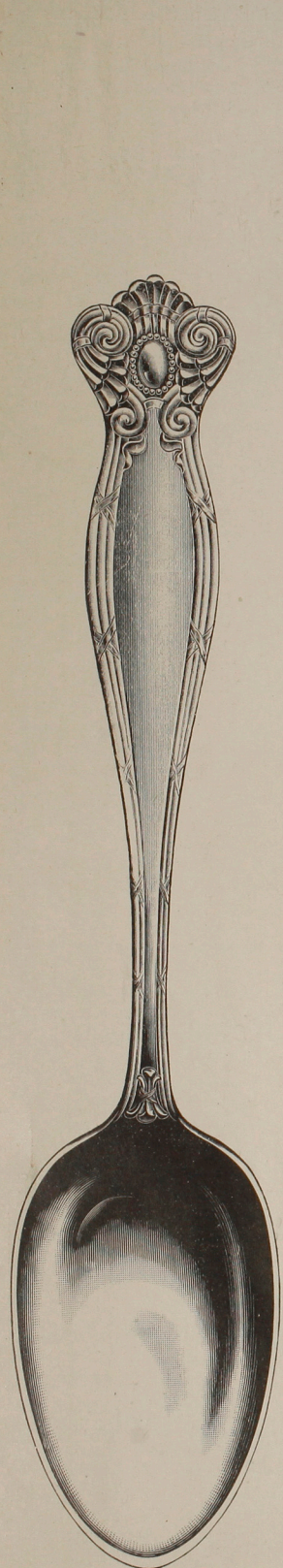
CHICAGO:

149-151 STATE STREET.

IN ONE QUALITY ONLY,
925
1000
FINE.

NEWBURYPORT, MASS.

Correspondence Solicited from the Jewelry Trade.



*Established 1844.**Incorporated 1878.*

DENNISON MANUFACTURING Co.,

PAPER JEWELRY BOXES.

MOROCCO,
PLUSH,
VELVET,
CELLULOID, } CASES.

PLUSH,
LEATHER, } SHOW CASE MATS.

CHAMOIS,
PLUSH, } OPERA GLASS BAGS.



Job or Repair Envelopes, Jewelers' Cotton, Chamois Watch Bags, Silver
White, Cleaning Caskets, Jewelry Soap, Sealing Wax,
Jewelry Cards.



Dennison's Grass Bleached Tissue Paper.



Rubber Bands, Tags, Gummed Labels, Dennison's Watch Papers,
Dennison's Folded Diamond Papers, Chamois Skins, Boxwood
Saw Dust, Dennison's Show Case and Window Trays.

All of the above goods sold at our different stores.

90 & 92 WABASH AVENUE, CHICAGO.

26 FRANKLIN ST., BOSTON.

198 BROADWAY, NEW YORK.

630 CHESTNUT ST., PHILADELPHIA.

143 WALNUT ST., CINN., O.

413 NORTH FOURTH ST., ST. LOUIS.

plenty of printing presses in Chicago and if the jewelers wanted the book so badly they should have it, and another edition was run off.

From the title page to the back cover every one of its 496 pages has its interest. Besides, each is fully illustrated, with the latest in patterns and styles, and the price is there in plain figures. There's some good advice and information of value in some additional pages, but there's no use in trying to tell all about a 500 page book in a 2 x 4 space; the best way is for the jeweler himself to write for it, if he has not already done so.

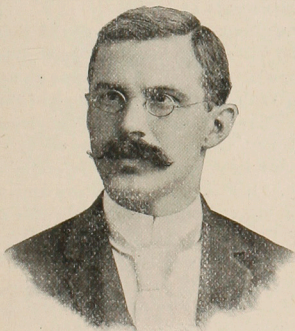
The Enterprise of F. M. Sproehnle & Co.

LOOKING back on the few years intervening since 1883 and the present, F. M. Sproehnle & Co., Chicago, should find cause for congratulation in the truly remarkable growth of their wholesale jewelry



F. M. SPROEHNLE.

establishment. One is forced to the conclusion that such unexampled increase is not the result of any ordinary business management, but is due rather to exceptional ability and a breadth of trade insight



A. W. SPROEHNLE.

that few possess. The firm commenced business in a little 2 x 4 room on the 6th floor at Randolph and Dearborn Sts. in 1883 as Bryant, Sproehnle & Co., and memory could easily have served as bookkeeper. They continued in a small way for four years, when Albert W. Sproehnle purchased Mr. Bryant's interest, the latter retiring.

In 1887 the firm, consisting of F. M.

Sproehnle and Albert W. Sproehnle, brothers, became more pretentious by the removal to second floor quarters at 110-112 Wabash Ave. Here the possibilities for larger growth became recognized and with increased business the firm in 1892 secured a fine location at 195-197 Wabash Ave., the trend of business having turned toward Van Buren St. Here they occupied spacious quarters—2,200 square feet on the second floor—and were directly in line with the southward advance of the jobbing interests. This advance was checked by the completion of the Columbus Memorial building at the southeast corner of State and Washington Sts., and the jewelry interests became firmly centered on State St.

With a constant growth for several years, the brothers felt assured of a strength sufficient to compete with the then larger houses, and on the completion of the Columbus Memorial building they took a long stride to the front by securing an entire half of the third floor, the most desirable floor in this commercial palace. May 1, 1893, found them in their new quarters and present location, with an assortment of general jewelry lines which it was a pleasure to them to present for the inspection of their greatly enlarged list of customers. The growth of recent years was here largely augmented and to-day the firm look back without a regret over the business opportunities which they have so signally mastered.

From the time the brothers engaged in business the house doubled its business each year for three years, and has had an uninterrupted and healthy increase in business ever since. The past year the firm have increased the working force 25 per cent. to keep pace with the growth of their business. They employ no travelers, but publish "The Salesman," a catalogue work of unusual excellence, which laid open upon the counter of a retail store will promote sales and give the retailer the advantage of complete wholesale lines at prices that make them profitable to the retail dealer.

Frank M. Sproehnle, the senior member of the house, was born Feb. 28, 1859, on Van Buren St., near the present Board of Trade. He attended the public schools till he was 14 years of age. At 14 he was given choice between a business education and a preparatory collegiate course and he selected mercantile life, engaging as errand boy for B. F. Norris, Alister & Co., at \$4 per week. Ten years later he had by successive promotions secured the highest position the house had to offer, that of credit manager. In 1883 he engaged in business on his own account with the brilliant success above noted. Jan. 11, 1893, Mr. Sproehnle married Miss May Reeves Caliger, of this city, and a boy of 13 months blesses the union.

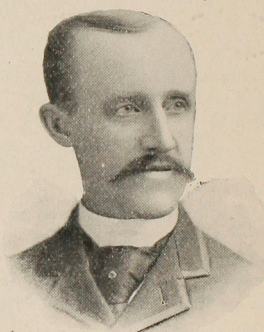
Albert W. Sproehnle, the junior member, is also a Chicago boy, dating from Oct. 31, 1862. He also studied in the public schools till 14, when he entered the employ of a stove manufacturer, and was advanced by promotion until his eyesight failed and he

was obliged to give up office work. He then conducted a grocery business for four years, later going to Notre Dame University, where he studied law. On the completion of his law course he was induced to give up the profession and take Mr. Bryant's interest as his brother's partner. The result has been exceedingly happy.

The Output of the Seth Thomas Clock Co.

IN the Seth Thomas clocks are embodied the basic principles of accurate timekeeping with the improved mechanism developed by later-day ingenuity. The Seth Thomas Clock Co. is a development of the old American Clock Co. which in turn was the consolidation of the leading clock companies of its day, thus giving the Seth Thomas Clock Co. a monopoly of the best ideas of the times as a foundation, to which has annually been added the highest inventive skill. This company is the oldest in its line in the country, dating its establishment to what was then known as Plymouth Hollow, Conn., in 1813. The name of the town was later changed to Thomaston, where the mammoth plant is still located.

The production of the factory is of the

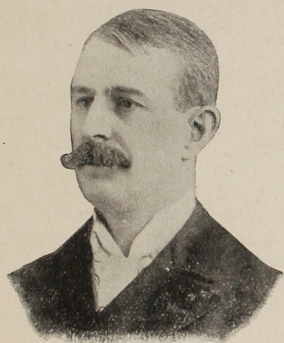


GEO. W. CHURCH.

widest range, covering the smaller classes for household use of whatever nature, and extending through the entire line of clocks for the office, salesroom, or factory, to the handsome line of jewelers' regulators and huge tower clocks which decorate the court houses, public buildings and schoolhouses throughout the land. The western office is at 149-151 State St., Chicago, a central location in the very heart of Chicago's jewelry jobbing trade. Being so easy of access, a cordial invitation is extended by Geo. W. Church, manager of the company's western business, to jewelers visiting that city, to inspect the latest productions of the factory, among which are to be found some specially interesting moderate priced lines of this season's goods that are meeting with special favor. Mr. Church has been associated with the company for many years, and besides having a thorough knowledge of the subject of clocks, is one of those genial business men whom it is always a pleasure to meet.

The Chicago Branch of the Dennison Mfg. Co.

WITH factories at Brooklyn, N. Y., Roxbury, Mass., and houses in New York, Boston, Philadelphia, Cincinnati, St. Louis and Chicago, the Dennison Mfg. Co. is in a position to supply its customers at the shortest notice with any of their almost infinite array of jewelry boxes, cases for silver and other purposes, and jewelers' findings, in the manufacture of which the company is the oldest house in the country. The semi-centennial of the



J. F. TALBOT.

house, commemorating 50 years of activity in the business world, was fitly celebrated Jan. 1 last by distributing among the employees a fund set apart by the stockholders for this purpose, each employee receiving a gift of \$5 for each year's service with the house. The amount distributed ran from \$5 to \$150 and aggregated over \$20,000. This not only showed a high appreciation of the services of the assistants in their devotion to the company's interests, but serves to illustrate the liberal business principles of the house in dealing with their fellow men.

In 1878 the company was incorporated, and now has a capital of \$1,000,000. In 1868 the Chicago branch was opened by Henry B. Dennison, eldest son of the founder of the business, the late E. W. Dennison. Charles E. Benson succeeded Mr. Dennison at the Chicago salesrooms in 1869, and continued in that position until his death in 1886. In J. F. Talbot, who succeeded to the position thus made vacant, the house has a tireless worker who combines with energetic will power a conservative business judgment that has done much to promote the interests of the house in the west. Mr. Talbot, now a director of the company, was early in life an employe of the house in Boston; was later transferred to Chicago, then to St. Louis, where in 1876 he was made manager, and in his present duties has reached one of the topmost rungs of the ladder of commercial life. The catalogue issued by the house is replete with articles every jeweler needs and is worthy careful perusal.

The Geneva Optical Co.'s Extensive and Growing Business.

THE Geneva Optical Co. was organized 20 years ago in Geneva, N. Y., by A. L. Smith, and associated with him at that time were some of the present stockholders. A factory was established in Linden St., for the manufacture of gold and steel spectacle and eyeglass frames and other optical appliances of that class. As the business increased wings and additions to the factory were built till space could not be secured for the necessary works. Two years ago the company built a large new factory one-quarter of a mile west of the former building, capable of employing a full force of workmen, and while retaining the old factory for the manufacture of trial cases and goods in that special line, the entire capacity of the new building was given to the production of frames.

From time to time, as the necessity arose, the company has had constructed for it special machinery to perform special work, and has now a plant combining all the latest improvements, unexcelled by any factory in the world. Having visited the western trade, the Geneva Optical Co. felt the need of a western branch to be in closer touch with that section, and in 1889 organized a company in Chicago, financially separate from the parent factory and designed to be a distributing point not only for the product of the factory, but also for the manufactures of other factories, goods of its own make in Chicago and foreign importations. A. L. Smith and J. T. Brayton came west upon the organization of the company here. Mr. Brayton is not only the patentee of the firm's lens measure but has been instrumental in producing many of the improvements which the company has placed upon the market.

In 1889 the Geneva Optical Co. was located at 57 Washington St. It soon outgrew its quarters and moved to 23 Washington St., where it continued in business until the new Marshall Field building was projected to occupy that site, when the company received a bonus for its lease and moved to 67-69 Washington St. In these, its present quarters, the work rooms have been much enlarged, the prescription department alone employing continually at the present time from 25 to 35 workmen. With its unusual facilities the company is prepared to secure all special order or prescription work promptly, the work going out the same day the order is received. A specialty is made of the prescription work, in which department the company is justly proud; also the manufacture of trial cases, lens-measuring instruments, instruments for diagnosing errors of refraction, and fine spectacle and eyeglass frames. The company's trade extends throughout the world, a shipment recently being sent to a point 1,000 miles in the interior of China. Pak Yong Kiu, connected with the Korean Embassy, has ordered goods for Corea, and

shipments to the Gold Coast may be mentioned as a case of carrying the war into Africa. The results of its pronounced successes at the World's Fair have opened to the company the markets of the world.

Lyon & Healy's Moorish Palace of Music.

THE palace of the Moorish kings, the famed Alhambra, with its riches of ornamentation, is recalled to mind as one enters the grand entrance to the music palace of Lyon & Healy, southeast corner of Wabash Ave. and Adams St., Chicago. The bold and aggressive policy which has always characterized the management of the house in the past is mirrored in the fitting up and arrangement of their Wabash Ave. temple, and the effect produced is a brilliancy not surpassed if indeed it be equaled by the famous galleries of the old world. A jeweler's visit to this latest of Chicago's trade palaces will be a pleasure, not only by reason of the infinite variety of musical instruments presented for inspection but also for the artistic manner in which they are displayed. Whatever he may desire the facilities for purchase are equally pleasing.

The entire depth of the store has been spanned with graceful Moorish arches which form the fronts of as many smaller stores, each of which has been converted into the most captivating of pavilions. These are occupied respectively by guitars and mandolins, banjos and zithers, old violins, cellos and double basses, Lyon & Healy harps, Æolian, music boxes for which two pavilions are required, and a host of band and miscellaneous instruments. Of special interest to jewelers will be an inspection of the fine lines of music boxes, string instruments, and musical novelties, of which the firm are the largest manufacturers in the country, turning out at their West Side factories upward of 100,000 instruments annually.

Throughout the six floors of the building fanciful bits of architecture and arrangement are to be found, which form an artistic setting to the varied productions of the factory. The firm do a large business with jewelers in all sections of the country and are members of the Chicago Jewelers' Association, J. P. Byrnes, secretary and treasurer of the company, being also the secretary of the banquet committee of the association, to whose efforts was due in large measure the credit for the enjoyment had by the jewelers and their friends at the ever-memorable banquet of 1895.

The Variety of Wares of the Holmes & Edwards Silver Co.

STERLING silver inlaid spoons and forks, and gold and silver-plated table flatware; also 18 per cent. nickel-silver flatware blankets for plating, are specialties with the Holmes & Edwards Silver Co., with factory at Bridgeport, Conn., and

BENJ. ALLEN & Co.,

141 & 143 State Street,

Chicago, Ill.

PUBLISHERS OF THE B. A. & CO. JEWELRY CATALOGUE.

Watches, Clocks, Diamonds.

Silverware and Optical

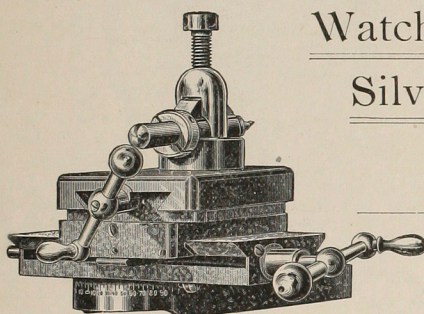
Goods,

AT WHOLESALE ONLY.

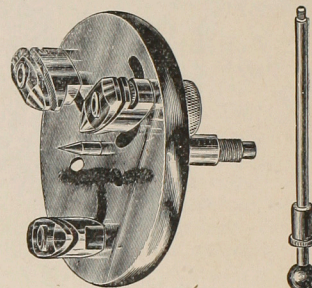
LOWEST PRICES.

BEST GOODS.

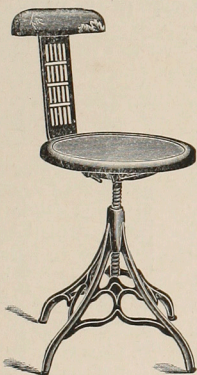
PROMPT ATTENTION.



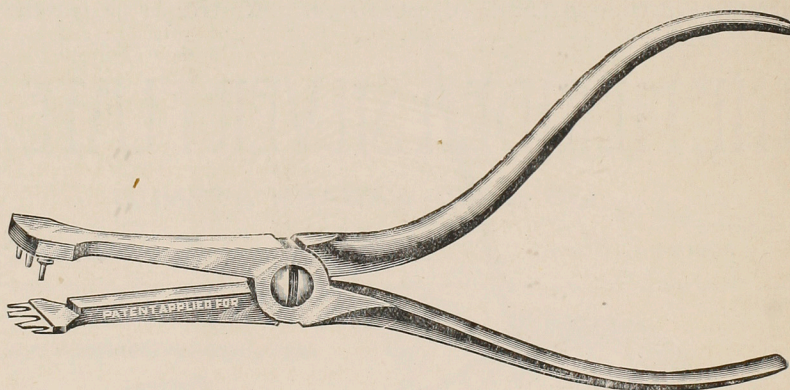
Slide Rest to fit 1x2 Mosely Lathe, - - - \$12.00
 " " " No. 2 " " - - - 13.50
 " " " Geneva Lathe, - - - 12.00



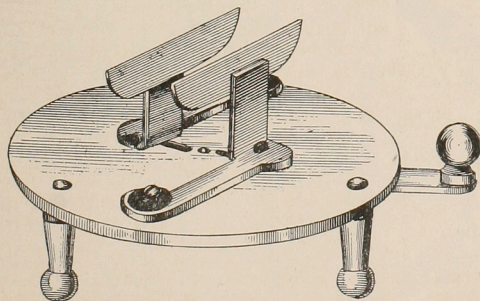
Houghten Universal Face Plate,
 to fit any American Lathe, \$8.00



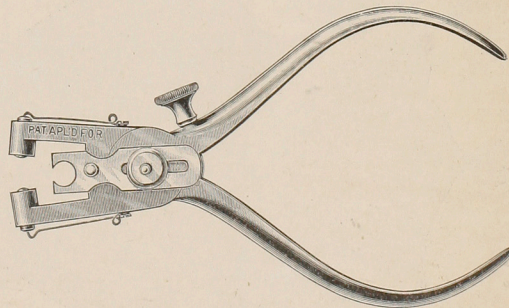
Watchmakers' Stool, with iron frame
 and leather seat, - - - - \$5.00



Nickel Plated Hand Removing Plier, - - - - \$1.00

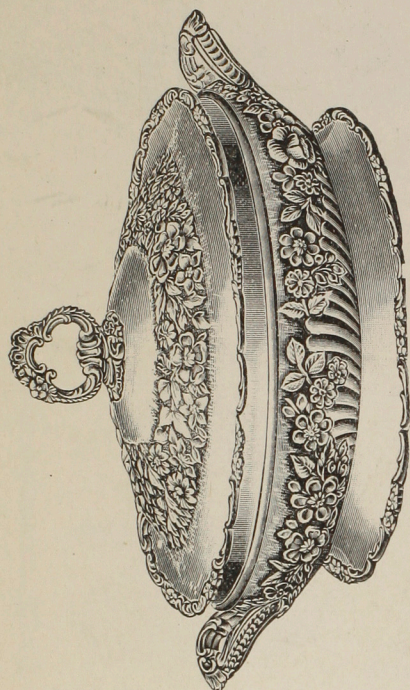


New Style Nickel Plated Poising Tool, - - - \$2.00



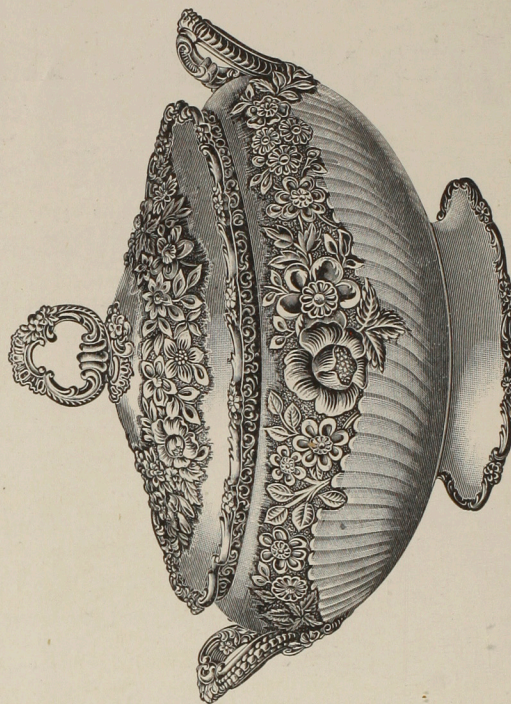
Nickel Plated Combination Caliper and Puer, the latest and
 best, - - - - - each, \$3.50

Six Per Cent. off for Cash.



No. 2234, Embossed Baking Dish.

Eight inch, Three Pints, List, \$27.00
 Nine inch, Four Pints, List, 28.00



No. 1830, Embossed Tureen. Oval.

Two Quarts, List, \$26.50
 Three Quarts, List, 34.50

THIS IS THE TOP NOTCH OF RICH AND THOROUGHLY ARTISTIC HEAVILY EMBOSSED QUADRUPLE SILVER PLATE. OUTSIDE OF SOLID SILVER, THERE IS NOTHING MADE THAT IS FINER.

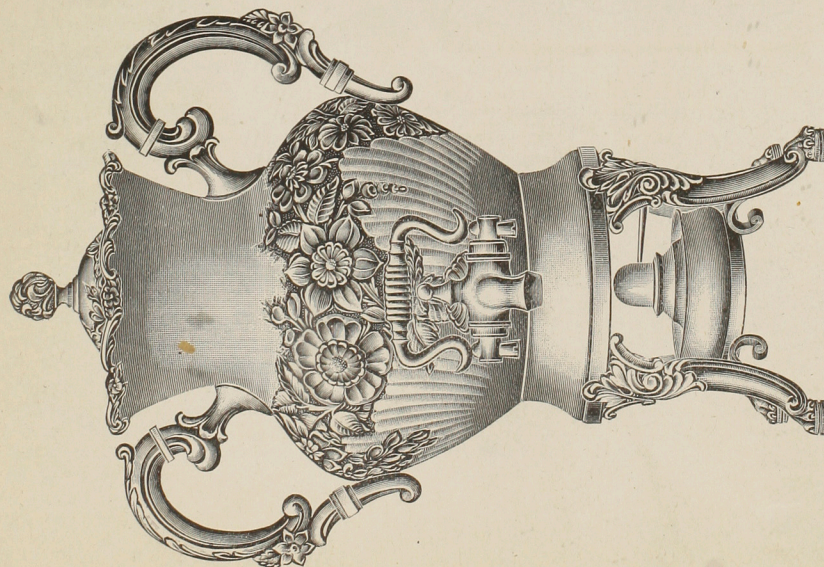
THE MERIDEN SILVER PLATE CO.,

133 & 135 WABASH AVENUE,

FACTORIES:

MERIDEN, CONN.

CHICAGO.



No. 1447, Embossed Urn.

List, \$35.00

We have the Entire Set of Tea Ware (EVERY PIECE AN EX-
 AMPLE OF HIGH CLASS ART WORK), to match the three pieces
 here shown, viz:

Coffee Pot, Tea Pot, Water Pot, Sugar, Cream Gold Lined, Slop
 Gold Lined, Spoon Gold Lined, Butter, Syrup
 with plate, Kettle.

salesrooms at 2 Maiden Lane, New York; 63-65 Washington St., Chicago; 307 N. 4th St., St. Louis, and 120 Sutter St., San Francisco.

The company manufacture all grades of tableware, including solid silver, but as a specialty they have patents on what they term the sterling silver inlaid goods, the method of manufacture consisting of five stages. First, a blank for a fork is milled out at all wearing points. Into these milled out points sheets of pure silver are laid and fused into the blank by means of intense heat. After the milling is filled with the silver the tines are cut out which forms the third stage. In the fourth stage comes the fork in form, ready to buff and plate, covering the places where the sterling silver is inlaid. The same method is carried out with other flatware. A spoon cut through shows that the sterling silver has completely amalgamated with the nickel silver. By this process it is claimed five times as much silver is required for standard plate and that it is impossible for the spoons or forks to show any wear whatever; they are guaranteed for twenty-five years.

In patterns are shown the "Jack Rose," showing hand engraved handles of Jack roses with bowls and blades of differing ornamentation; the "Minnehaha," an ornamental bright pattern of conventional design; the "Hiawatha," a flower pattern completely covering the handles, with hand engraved bowls; the "Triumph," a bright and attractive ornamental scroll and shield pattern; and the "Waldorf," their latest, the handle bordered with small scroll and terminating in neat fluted tip. In plated ware, of many patterns, the "Rialto" and "Delsarte" are especially good. The former shows a polished shield with heavy scroll covering handle; the latter a handle with neat scroll edging.

Something entirely new, issued the first of December, is their "Gold Aluminum" ware. This is made into spoons, forks and smaller fancy pieces, from an extremely pure and perfectly solid metal called "Gold Aluminum." They are free from any trace of the baser metal used in high class plated ware, and having no plating they will never wear nor lose their beautiful color. They have the best of sanitary qualities and are tough as steel, being practically unbreakable. They are quickly cleaned by the ordinary means and retain their polish with much less care than sterling silver. These come in Rialto pattern only.

Everyone knows, or knows of, Peter L. Krider, of Philadelphia, a judge of silverware at the World's Exposition. The following is his report:

"The progress made by the Holmes & Edwards Silver Co. in the manufacture of spoons and forks, is a surprise to me. I have been a practical silversmith for nearly 50 years and familiar with all makes of silver plated flatware. I have seen nothing to compare with, or equal to, their sterling silver inlaid spoons and forks, and believe for hotels and restaurants, as well as family service, they are the most durable goods made."

The World's Columbian Exposition of 1893 gave the company five awards: Most

marked progress, the insurance of durability heretofore unknown, highest grade of materials, finest workmanship and finish, artistic display. With this record the company invite an inspection by dealers.

The factory has a capacity of 200 gross of spoons daily. George E. Edwards is president and treasurer; John Cummings, secretary. T. R. Barnes looks after the interests of the company in Chicago territory, W. W. Brown assisting with a full complement of aides.

The Products of the Manhattan Silver Plate Co.

THE volume of new goods shown by the Manhattan Silver Plate Co., at their Chicago house, 63-65 Washington St., is simply astonishing. Starting over 30 years ago in Brooklyn, N. Y., in 1882, the entire plant was removed to Lyons, N. Y., and as increased business has necessitated, has added to machinery and equipment, until, judging from the products of the factory, the capacity at the present time is limited only by the requirements of the trade. The house has rapidly forged to the front and to-day shows a handsome line of quadruple plated white metal hollow ware in desirable sellers—one that appeals to both eye and purse, and commends itself to the retail trade.

In satin finished and bright cut

work the factory is especially fortunate in satisfying public taste. In silver pie baking dishes is shown a plate of granite ware in which the baking is done, with an outer silver plate in which the inner plate is placed on the dining table. New things are shown in a beautiful line of berry dishes in all finishes of silver and colored glaze glass. Novelties there are in bonbons in plain and bright cut gilt, and new designs in bread trays in plain satin, satin bright cut, and chased. Cake baskets are there in plenty in new designs; a pretty line of fern dishes at a low price; a nice line of new pickles with decorated and plain ruby glasses and four choice things in tea sets are of special interest in new goods.

Under the efficient management of its present officers, president O. F. Thomas and secretary G. W. Hill, the company have come to the front with a line that demands the consideration of the retailer. Salesrooms of the company are located at 23 John St., New York; 63-65 Washington St., Chicago; 40 N. 6th St., Philadelphia; 509 Chestnut St., St. Louis; 110 Sutter St., San Francisco. The Chicago salesrooms are in charge of manager T. R. Barnes, formerly St. Louis manager for the company, ably aided by Willis W. Brown, assistant manager. Both gentlemen will take pleasure in introducing the trade to a further acquaintance with the new wares issued by the factory from time to time.

EMBLEMS

CHARMS

EMBLEMS.

Solid Gold—Rolled Plate.

102 Friendship Street,
Providence, R. I.

CHAS. F. IRONS. CHAS. A. RUSSELL.

SOLID GOLD RINGS.

Story of the Rise of Benj. Allen & Co.

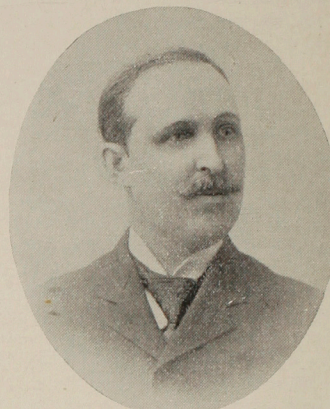
A concise history of the continuous rise and progress of so great a mercantile establishment as Benj. Allen & Co., dating its birth from the infancy of Chicago, is subject matter of peculiar interest to the trade as showing the magnitude to which a business house rightly conducted may acquire; and in this respect it is not without its value to those who seek, in emulation of higher methods, a means leading toward success.

In the many business changes of recent decades there are comparatively few now in the trade who remember the establishment in Chicago in 1864 of the jobbing

jewelry house of M. T. Quimby & Co., owned by Boston jewelers. Located in those days in unpretentious quarters on Lake St., opposite the old Tremont House, the firm four years later were changed to Quimby, Stark & Co., in which Benj. Allen took an interest, Mr. Allen having engaged with the firm in 1865. In 1870 Mr. Stark purchased the interests of Mr. Quimby in the firm, which then became Stark & Allen. This firm was burned out in the great Chicago fire of Oct. 9, 1871, and they with characteristic enterprise secured temporary quarters in the northernmost building left by the flames, a two-story frame structure on Wabash Ave. and Harrison St. For six months during the rebuilding of the city,

the firm occupied these temporary quarters and in 1872, 22 years ago, moved to 137, 139, 141 and 143 State St., where they have remained ever since.

In the same year (1872) Mr. Allen purchased his partner's interest and established



BENJ. ALLEN.

FREE

A TRADE = BRINGING
WINDOW SIGN, SEE
BELOW. = = = =

Important to all Wide Awake Dealers in Musical Instruments,
Musical Sundries, Strings, Musical Novelties, Etc., Etc.

OUR New Musical Merchandise Catalogue, 380 pages, is now ready for distribution. It is the most exhaustive work of the kind ever issued. It contains New Musical Trimmings, Assortments, String Assortment, Violin Outfits and many other goods that admit of splendid profits.

IF YOU WOULD LIKE A COPY (GRATIS), KINDLY LET US HEAR FROM YOU WITHOUT DELAY.

ADDRESS ADVERTISING MANAGER

LYON & HEALY,

Cor. Wabash Av., & Adams St., - - - CHICAGO.

N. B.—Free, with orders for goods—a beautiful sign reading:

STRINGS

Violin, Guitar,
Mandolin, Banjo.

The Kozie Flakie Strings are the best!

*OR WILL BE SENT SEPARATELY ON RECEIPT OF 3
CENTS TO DEFRAY POSTAGE.

the name of Benj. Allen & Co., the title seemingly being a trade convenience only, as for 22 years the firm has continued without change under Mr. Allen's sole ownership and direct control. Under his management the progress has been rapid. The volume of business has increased five-fold over that of 1872, and in the one month of December in recent years the house has sold more goods than in any full year from 1868 to 1872.

Early in their history the firm made a prominent specialty of Swiss watches. Since then the Swiss demand has fallen to only nominal while the American sales have increased to magnificent proportions, the firm of Benj. Allen & Co., standing in the foremost rank as distributors of American watches. The jewelry department of the firm which constitutes a most important feature, is a reflex of the business policy adopted in the other various departments. Each branch is in charge of men who have been with the house many years, one of them since 1868,—men thoroughly qualified for the positions and excellent judges of the needs of the trade. In jewelry as in all lines carried, the firm are fully abreast of the times and make dominant the special features of latest styles and best quality. The firm make a point of proving the quality of goods by sending samples to the United States Assay Office and having them melted up and officially tested. This is made possible by the large purchases made by the firm.

Watch tools and materials were added as a department in 1881 by the purchase of the business of John H. Mather, who gave his services to the house as manager of this branch. The department is noted for its promptness in filling orders and the good quantity of the material sold. Since June 1 last, the sales in this department have been phenomenal. The firm have never

before approached in their orders, for the season, those they are now filling for all sections of the country, the frequent orders from Pennsylvania and New York State being particularly noticeable. Canada, Mexico and South America are also well represented in the orders. As an addendum to this department the optical stock of John H. Mather was purchased, the line as at present carried requiring 68 pages of the general catalogue issued by the company.

The firm have established connections in Amsterdam with the very best cutters and those having the largest facilities, and are direct importers. The clock and silverware departments are in charge of competent men thoroughly experienced in their respective lines, and the sales in both departments have kept pace with the general growth of the company's business. In clocks they are western agents for the popular line of the E. Ingraham clocks. In the flatware branch of the silver department a specialty is made of ★Rogers & Bro. Ar. goods. Sales of hollowware comprise the well known lines of Homan & Co., Simpson, Hall, Miller & Co., and Pairpoint Mfg. Co.

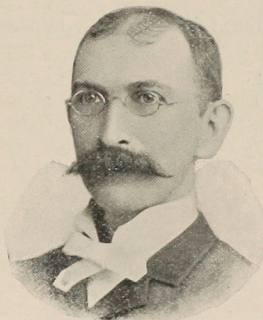
The company issue a general catalogue of all lines carried, a handsome volume of 768 pages, and a tool and material catalogue of 464 pages, each the foremost of its kind; and covering as they do all goods required by the retailer, are of great assistance in ordering. These are sent to dealers only

who are entitled to them, as the interests of the firm and their customers are of sufficient magnitude to make it to their interest to protect the legitimate trade. These customers number many who have dealt with the company since they first entered business. In all that goes to make a leading business house the firm of Benj. Allen & Co. are pre-eminent.

The Principles of Business of Glickauf & Newhouse.

R-E-L-I-A-B-I-L-I-T-Y is the way Glickauf & Newhouse spell the word, and when reliability in watch tools and materi-

in its completion, that imitation or inferior goods have been forwarded to fill his order, or perhaps a substitution of something else for the article ordered. In the prompt and proper filling of orders intrusted to them lies the secret of much of the success the firm have well merited. Substitution is avoided by Glickauf & Newhouse under all circumstances, and there is no necessity for substitution, for their large and well filled storerooms show a stock complete to the minutest requirement, a stock that obviates all necessity under ordinary circumstances of going outside their own sales and stock rooms in filling orders. In connection with their promptness and accuracy in business



MR. GLICKAUF.

als is to be considered, the firm are an authority. There is nothing more provoking to a jeweler than to find, after holding a job and ordering the material to be used



MR. NEWHOUSE.

dealing the rule of the house to handle reliable goods only is a consideration well worthy the commendation of all watch-makers.

LÉON J. GLAENZER & Co.,

80 and 82 Chambers St., New York.

Clocks, Bronzes, Lamps,

Fine Decorated Porcelains and Glassware.

Decorated China Foilet Articles.

Onyx Pedestals and Tables, Bric-a-Brac Cabinets.

All French and German Potteries.

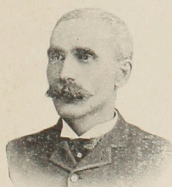
NOVELTIES AND SPECIALTIES FOR THE SPRING TRADE. NEW SAMPLES FOR IMPORT ORDERS NOW READY.

The firm originally established themselves in San Francisco in 1875. Successful from the start, they saw even greater opportunities in a more central location, where the larger proportion of the trade might be served more promptly and sold their flourishing business on the coast, coming to Chicago. This was 15 years ago. The business qualifications of Messrs. Glickauf and Newhouse were eminently suited to this larger field, and the growth of their sales from year to year carries with it the conviction that their methods of doing business are based on right principles. With the buying and general supervision in the competent hands of Mr. Glickauf and the sales department in the personal charge of Mr. Newhouse, the rapid strides forward the firm have taken are not to be wondered at. The firm occupy commodious quarters at 86 State St., where they would be pleased to personally meet visitors to the city.

The Beauty and High Quality of the Meriden Silver Plate Co.'s Wares.

AN immense variety of everything in hollow and flat ware and a fine line of cut glass of their own manufacture greets the eye as one enters the salesrooms of the Meriden Silver Plate Co., 133-135 Wabash Ave., Chicago. The wares are attractively arranged on long tables, occupying the central space in the rooms, and deep wall cases for the larger pieces line the walls on both sides. The western branch was established in 1884 to supply an increasing demand from the western, northwestern and southern States. Six years ago the company moved from 64 Washington St., their earliest location here, to their central quarters at 133-135 Wabash Ave.

April 15, 1889, H. H. Walton assumed the duties of manager of the Chicago store. Mr. Walton is a thorough believer in qua-



H. H. WALTON.

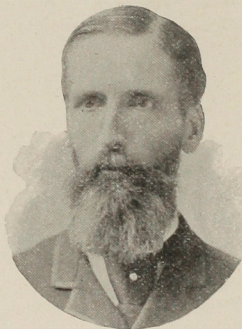
lity as regards plated ware, and his position, therefore, at the head of the Meriden Silver Plate Co.'s western interests is a congenial one. The house do not make the trashy grades which now and again flood the market, but confine their efforts to the one purpose of making the best at a reasonable price. And when Manager Walton remarked: "There is nothing nicer made on earth than our hollow ware," he said it with an earnestness that could

not help but carry conviction. Not only in quality, but also in beauty of patterns, the season's production is unusually rich, and betoken's a master hand in the designing department at the factory.

The cut glass department of the company, which has been developed by degrees, has become an important item in their manufactures. This factory, it is understood, was the first silverware factory in the country to cut the glass bottles for their casters, and this gradually developed into a complete plant for the production of cut glass. Of this the company make a nice display at the Chicago salesrooms.

The Eminent Standing of C. H. Knights & Co.

THE thorough grasp of the principles of business affairs possessed by C. H. Knights, combined with the valuable experience of W. H. Gleason, the two mem-



C. H. KNIGHTS.

bers of the firm of C. H. Knights & Co., are the levers that have aided largely in giving the firm their present prestige in the trade. Schooled in his duties by having risen from the position of order clerk, through that of traveler, to the head of the house bearing his name, Mr. Knights has had instruction in the school of practical experience. Mr. Gleason for many years held responsible positions in the Probate Court and Sheriff's office, having entire charge of the latter office for several years; and the knowledge there gained, as related to credits and accounts, has reduced to a minimum the setbacks with which trade is surrounded.

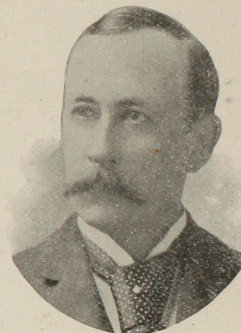
With two such forces working in conjunction the result could be naught else than a steady growth. The firm carry all lines necessary in conducting the largest jewelry store, but of recent years while still adding to each of their many departments, they have placed their diamond business well in the foreground, and thus, while all the departments have shown increases, the diamond business has become a prominent one. Both partners are men of foresight, and keep closely in touch with trade and legislative affairs, and this oftentimes enables them to give a customer the advantage of a rising or falling market.

This is an important consideration to the retailer, and one which he will not be slow to appreciate.

The trade are extended a cordial invitation to call at C. H. Knights & Co.'s handsome salesrooms on the 3d floor of the Columbus Memorial building, southeast corner State and Washington Sts., and inspect the latest productions of the leading manufacturers.

Bates & Bacon's Popular Cases.

AT 167 Dearborn St., is the Chicago office of Bates & Bacon, where H. S. Noyes carries a full line of the popular B. & B. cases for the convenience of jobbers in Chicago and adjacent cities. The line includes all those good sellers, the Favorite, Royal 14 k., Peer and Puritan. In the Royal 14 k. line which has proved so very popular are the 6 and o sized bascine vermicelli and the 16, 6 and o sized vermicelli and star. New designs in the Royal 14 k. are being



W. H. GLEASON.

put on the market constantly in order to meet the demand for these popular and valuable goods.

H. S. Noyes, who represents Bates & Bacon in Chicago and nearby territory, is well known to the trade. He was connected with the Brooklyn Watch Case Co. for nineteen years and thoroughly understands the needs of western jobbers. For the past two years he has held his present position with most satisfactory results. The home office of the firm is at 11 John St., New York, under the management of E. R. Crippen.

A Pushing Firm of Silver Plated Ware Manufacturers in the Western Field.

THE western trade and Chicago jobbers in particular are cordially invited to call at the handsome salesrooms of the Adelphi Silver Plate Co., 34 Monroe St., Chicago, where the resident representative, L. Seligsberger will make visitors welcome. "I am showing one of the finest and most complete lines of silver plated ware ever offered to western buyers," said Mr. Seligsberger. "The goods are of specially excellent appearance, original and

artistic in design, beautifully made, heavily silver plated on hard, white metal, and well finished. The line comprises many new and original ideas and particularly worthy of mention is the line of eastern novelties, all salable and pleasing goods. We have a well established eastern business and appreciate the fact that in reaching out for western buyers we must meet the strong competition by means of special inducements. These we offer in the shape of best quality of goods, in original designs, at moderate prices, and in keeping up to the times in the shape of new goods of which we are constant producers. The various members of the company are all practical men of special skill in their various vocations. Hence the saving in the shapes of salaries for designers, foremen, superintendents and managers enables us to offer goods at the closest possible figures. At any rate," concluded Mr. Seligsberger, "I will certainly open the eyes of such western buyers as have not yet seen our line if they will give me a call."

A handsome new illustrated catalogue just issued by the company contains about 150 pages filled with good things. It will be sent on application to any dealer who has not yet received it. The New York office of the Adelphi Silver Plate Co. is at 62 John St., and the factory takes in the buildings, Nos. 124 to 130 Pearl St., Brooklyn, N. Y.

The growth of the company has been so gratifying despite the recent business depression that from May 1st of the present year the present shop room will be doubled, leases having already been signed for the same.

The Old Reliable W. & S. B. Chains.

THESE goods are always in evidence in Chicago. Sumner Blackinton and Ernest Block cover the territory thoroughly and systematically, and when one bears in mind the quality of goods and the very complete line produced by W. & S. Blackinton, it goes without saying that their order books are always well filled.

Foster & Bailey's Large Line of Jewelry.

THE readers of THE CIRCULAR can gain an idea of the scope of this firm's products by their handsome page display else-

where in this issue. Their goods are sellers and up to date. J. A. Limbach is the Chicago representative, located at 167 Dearborn St., and carries a full line of the firm's excellent goods. The main office and factory are at 100 Richmond St., Providence, R. I.

Quick Selling Novelties of Coddling Bros. & Heilborn.

THIS headline is the watchword of the enterprising firm of Coddling Bros. & Heilborn, No. Attleboro, Mass., whose Chicago representative is F. A. Buck, with cosy and comfortable headquarters at 103 State St. Sterling silver novelties of all kinds are shown, and the line will repay inspection.

THE R. Wallace & Sons Mfg. Co., Wallingford, Conn., are ably represented in Chicago by George M. Wallace and at their handsome salesrooms 86 Wabash Avenue, the visitor gets an idea of the fine work capable of production in silver at the hands of experienced artisans. The company's reputation in their field renders any panegyric unnecessary. The exterior of the Chicago office appears in one of the plates in this number.

G. J. COREY, at 224 Wabash Ave., looks after the Chicago interests of the Pairpoint Mfg. Co., New Bedford, Mass., in an excellent manner. The salesrooms of the company are well stocked with a full line of this company's popular and salable goods.

J. K. CALDWELL represents the Rogers & Hamilton Co., Waterbury, Conn., in Chicago. The salesrooms are at 110-112 Wabash Ave. and there will be found a full line of all the company's popular patterns. The Chicago trade is cordially invited to call.

The History of O. W. Wallis & Co.

O. W. WALLIS, of O. W. Wallis & Co., is one of the old timers in the Chicago jewelry trade. When the war broke out, having become of age and assumed

the duties of citizenship, he thought it the duty of a citizen to defend his country. Enlisting in a Wisconsin regiment of artillery he served with distinction in the army of the west, being under Grant in the important engagements in Mississippi and Tennessee and siege of Vicksburg. He was promoted to a first lieutenantancy for meritorious conduct on the field of battle, and by subsequent gallantry was brevetted captain, and to-day wears the button of the Legion of Honor, the only one in the trade in Chicago. Returning home a short time later, 1866, he engaged in mercantile life in Chicago. His merits were soon recognized, and promotion, as of yore in the army, followed. In 1869 he purchased an interest in the firm of Cogswell & Co. Later the firm name changed to O. W. Wallis & Co., who are ever alert to secure the latest designs of new goods, and their salesrooms at 103 State St., are always open to the inspection of visiting tradesmen, who are assured a cordial welcome.

St. Louis.

Chas. L. Bates, of the Mermod & Jaccard Jewelry Co., is lying seriously ill at his home, 4126 Page Ave.

The J. Bolland Co., now two doors south of the southeast corner of 4th and Market Sts., have leased new quarters in the Mercantile Club, at 7th and Locust Sts.

Fred Geitz, jeweler, 418 N. 7th St., whose show case was broken a few days ago and a lot of jewelry stolen, went to O'Fallon, Ill., in order to look at the jewelry which was found in possession of two boys giving the name of Murphy.

H. L. Beard, cashier E. Jaccard Jewelry Co., applied for a warrant a few days ago, against Harry Snyder, Jr., charging him with obtaining a gold ring and \$48 on a bogus check, purporting to have been drawn by his father on the Laclede Bank.

The following officers of the Bauman-Massa Jewelers' Supply Co. have been elected: S. H. Bauman, Edwin Massa and G. H. Moll; and of the St. Louis Clock and Silverware Co.; F. L. Jaccard, S. H. Bauman, Edwin Massa, G. H. Moll and Otto Pfeffer.

DEITSCH BROTHERS,

MANUFACTURERS OF...



Leather Goods, Tortoise Shell Goods,

Ebony Goods,

Sterling Silver Novelties,

7 EAST 17TH STREET,

NEAR UNION SQUARE,

NEW YORK.

The United States Optical Co. Purchased by the Former Secretary.

DETROIT, Mich., Jan. 22.—The United States Optical Co., in accordance with an advertisement, were sold last Monday and alderman Oscar B. Marx, the former secretary, was the purchaser. He paid \$12,000 for the company. The stock inventoried at \$30,000. Recently the optical company borrowed \$15,000 on a mortgage from Frank Rasch, Charles Ortman, S. G. Miner, and Eugene Deimel. It was this mortgage that Mr. Marx bought for \$12,000. It was then foreclosed and he became the owner of the property.

City Attorney Rasch says the company will be re-organized at once and the business will be continued at the old quarters on Miami Ave. The building is not yet completed, but as soon as the weather permits, work will be commenced on it.

Jeweler Rorig, Charged With Keeping a Fence, Released on Bail.

EDWARDSVILLE, Mo., Jan. 25.—John P. Rorig, jeweler, indicted by the grand jury several weeks ago for receiving stolen goods, or acting as a fence for local burglars, has been released on bond. His father, who resides in Wisconsin, made a deposit of \$1,000 in John A. Prickett & Sons' bank to secure the bondsmen for that amount.

Rorig's attorneys have been persistent in their efforts to have the prisoner re-

leased, and this proved the only method, as the sentiment at home was not favorable to him.

The Death of Joseph Russell.

LOUISVILLE, Ky., Jan. 22.—Joseph Russell, one of the best known watchmakers and jewelers in the city, died at 6 o'clock P. M. Jan. 17th at the St. Joseph's Infirmary at the advanced age of 81 years. Mr. Russell, previous to his retirement from business a few years ago, had charge of the watch department of George Wolf & Co. Before that he conducted a jewelry store at Bardstown.

Three sons survive the deceased: A. R. Russell, a jeweler of Bardstown; Capt. Ed. M. Russell, ex-marshal of Springfield; and J. S. Russell, jeweler and city marshal of Taylorsville. The body was shipped to Bardstown for burial.

N. B. Jeter, Butler, Mo., Sues a Rival Jeweler for \$60,000.

BUTLER, Mo., Jan. 24.—N. B. Jeter, jeweler, has sued F. Bernhardt, a rival jeweler, for \$10,000 on each of six counts for libel. The suit is based on a circular issued by Bernhardt during the holidays, which contained the following: "I cannot compete selling cheap diamonds, as I do not take the ladies' \$300 diamonds out of their earrings and substitute paste diamonds, as has been done."

The petition states that the defendant, in explanation of this paragraph, said that Jeter took the earrings of one, Mrs. Walton, and substituted paste diamonds worth about \$30.

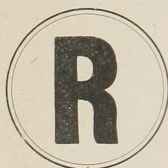
A. B. Kapp Offers to Settle With His Creditors.

PROVIDENCE, R. I., Jan. 20.—Albert B. Kapp, who owes 40 or 50 local concerns various sums of money, and who, last month was refused the privilege of taking the poor debtor's oath, has made an offer of settlement with his creditors. He has offered 25 cents on the dollar, which sum the creditors have generally refused. They are of the opinion that in time they will be able to secure every cent due them. In the meanwhile Kapp is out of the State on bail to the amount of about \$10,000, and this commonwealth has ceased receiving big board money. When confined at the jail in Cranston each creditor paid \$3 per week for his board, and as there was 42 creditors, the New Yorker was styled a "gilt-edged" sort of a boarder.

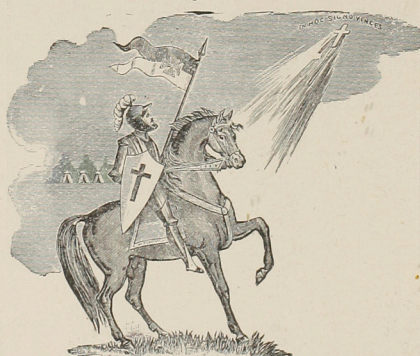
A number of cases came up in the Sixth District Court, last Monday, in the civil branch, before Judge Cooke. They were none of them tried, however, the defence putting in no evidence, but submitting to judgment. Writs of execution will now be drawn up and placed in the hands of a sheriff for service. That official will then inaugurate a hunt after Mr. Kapp. The

J. W. RICHARDSON & Co.

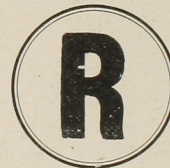
200 Broadway, NEW YORK.



TRADE MARK.



MANUFACTURERS OF



TRADE MARK.

SOLID GOLD EMBLEMS, Charms, Pins and Lapel Buttons.

Ask your Jobber to show you his "Blue Book" of Emblems for 1895.

THE VALUE OF THE JEWELERS' CIRCULAR,

..... AS EXPRESSED IN

UNSOLICITED TESTIMONIALS.

The following unsolicited expressions of opinion were recently received:

REGARDING THE JEWELERS' CIRCULAR.

Enclosed find \$2 for another year's subscription to your valuable journal. Long live THE JEWELERS' CIRCULAR is the wish of
CHAS. TUCKER, Del Norte, Cal.

As soon as our subscription is out, we shall renew it. We shall take THE CIRCULAR as long as we are in business.

MARKS & KRANK, Schenectady, N. Y.

I am *well pleased* with THE CIRCULAR and no man in this business can afford to be without it.

H. A. ANSTEAD, Massena, N. Y.

I would feel lost without THE CIRCULAR for it is the Heart of the jewelry trade.

S. E. WILLIAMS, Gloversville, N. Y.

THE CIRCULAR has been visiting me monthly and weekly for the past 18 years.

H. H. ROBINSON, Presque Isle, Que.

It is *the* live jewelers' paper and keeps us in touch with the trade throughout the continent. We want it if only for the advertisements.

BRITTON BROS., Lindsay, Ontario.

We think it pays to keep posted. We read our CIRCULAR and find it to be one of our very useful helps.

BROWN, HIXON & Co., Lockport, N. Y.

It is the *Best* paper on the market and one cannot be without it.

R. J. TRUMBULL, What Cheer, Ia.

THE CIRCULAR has been the means of saving me considerable money in the last three years in buying goods from jewelers who advertise in it.

H. M. TURNEY, Goodland, Kan.

I always find THE CIRCULAR very interesting, and find many points of information in the same which have often proved to be quite valuable to me.

A. E. HAHN, Westerly, R. I.

Think each article you publish about "Window Decoration" worth the full price of your subscription, and trust you will have more of them this year.

GEO. E. FEAGANS,
Joliet, Ill.

REGARDING "WORKSHOP NOTES."

Workshop Notes received and am well pleased with it. I think every watchmaker should have one, for there are points that could improve their knowledge. I recommend it very highly.

S. E. WILLIAMS,
Gloversville, N. Y.

I received my copy of Workshop Notes last night and am very much pleased with same.

H. W. SELTS, Clay Center, Kan.

Your Workshop Notes is a valuable book of reference and all watch makers and jewelers should have a copy.

FRANK P. MCKENNEY, Portland, Me.

I received my copy of Workshop Notes and I am very much pleased with it.

E. H. HAYWARD, Ballston, N. Y.

More than pleased with the Workshop Notes.

C. W. BLAKE, Baltimore, Md.

Will say that I think Workshop Notes will be very handy and helpful to any one as a watch maker and jeweler,

D. L. CLEELAND, Butler, Pa.

I also wish to add my testimony to the value of "Workshop Notes." It is a book brim full of facts which cannot fail to be of great value to the workman. I have tested its value for a year past and I find it a valuable book.

J. H. HARMON, Bolivar, N. Y.

REGARDING THE CIRCULAR'S SPECIAL NOTICE PAGE.

We are very much indebted to THE JEWELERS' CIRCULAR through whose columns we secured our very competent watchmaker and optician now in our employ.

C. H. ANKENY Co., Lafayette, Ind.

We are very well satisfied with the results of our ad. and think we can be suited.

JAS. D. LEYS,

Butte, Mon.

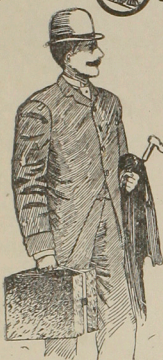
Must say we got excellent returns from the little ad. showing plainly that your medium is read far and wide.

S. JACOBS & Co.,

Minneapolis, Minn.

THE JEWELERS' CIRCULAR IS A COMPENDIUM OF NEWS, TECHNICAL INSTRUCTION AND VALUABLE SUGGESTIONS FOR THE CONDUCTING OF A JEWELRY BUSINESS.

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.

C. G. Megrue is on his trip through the west in the interests of Aikin, Lambert & Co. A. S. Reilly and M. F. Thornton, also with this house, will soon commence to cover their respective territories. J. H. Jen-

kins, in charge of the Chicago branch of Aikin, Lambert & Co., will visit during the season his customers throughout the north-west.

L. I. Beckwith will represent the Rockford Watch Co. in New York State and Connecticut.

J. J. Rolleston, who recently severed his connection with Aikin, Lambert & Co., New York, is now with Jno. W. Reddall & Co., Newark, N. J.

C. Eugene Bahm will represent the material house of H. B. Peters & Co., New York, through Pennsylvania, Maryland and the south. Louis Berger will also represent the firm through New York and New England.

Among the knights of the grip in Columbus, O., recently were: J. M. Morrow, American Watch Case Co.; Charles W. Hempel, Sandland, Capron & Co.; H. A. Tibballs, Wilcox Silver Plate Co.; John R. Jepson, Byron L. Strasburger & Co.; T. D. Munson, Wm. Rogers Mfg. Co.; M. Stein, Wendell Mfg. Co.

Among the traveling salesmen in Wilmington, Del., last week were: Fred. Crane, Mandeville, Carrow & Crane; Thos. E. Rogers, Hayes Bros.; Mr. Steel, Maltby, Henley & Co.; Jos. Halbertstadt, S. Kind & Co., E. H. Pelletreau, Shafer & Douglas; J. Hooper, Simons, Bro. & Co.

Among the travelers visiting the Hub the past week were: Walter Gardner, L. Wilcox & Co.; Harry Barrows, H. F. Barrows & Co.; Mr. Marsh, C. A. Marsh & Co.; Mr. Freeman, B. S. Freeman & Co.; Charles Bennett, Jacob Bennett & Son; Herbert Slater, Champenois & Co.; Arthur Simons, Stern Bros. & Co.; Eugene H. Cox, Sussfeld, Lorsch & Co.; W. D. Elcox, Larter, Elcox & Co.; A. L. Stearns, Roy Watch Case Co.

Traveling salesmen passed through Detroit in swarms last week. Many chain men were present. Among those who visited the trade were: Chas. F. Ketcham, Riker Bros.; Mr. Lucas, Bliss & Co. and J. G. Cheever & Co.; W. D. Port, Coddling Bros. & Heilborn; Sam. Kohn, Renomme Mfg. Co.; Mr. Carpenter, the Parsons & Greene Co.; Harry Osborne, Whiting Mfg.

Co.; J. H. Granbery, Reeves & Sillocks; Mr. Darling, J. W. Pierce & Co.; Mr. Lee, W. E. Webster & Co.; J. E. Alexander, for Frank W. Smith; F. H. Carpenter, Alfred H. Smith & Co.; Mr. Jacobs, Providence Stock Co.; J. M. Fisher, J. M. Fisher & Co.; Mr. Barry, A. Bushee & Co.; L. Seligsberger, Adelphi Silver Plate Co.; Mr. Richardson, G. A. Dean & Co. and Mr. Waterman, Pairpoint Mfg Co.

Traveling men in Pittsburgh, Pa., during the past week were: Mr. Whitney, S. E. Fisher & Co.; Mr. Steele, J. B. Bowden & Co.; C. J. Suplee, Belknap, Johnson & Powell; C. W. Cary, J. B. & S. M. Knowles Co.; C. A. Boynton, Wm. B. Kerr & Co.; Mr. Hasberg, Lazarus, Rosenfeld & Lehmann; Mr. Crane, Strobell & Crane; Lawrence H. Smith, Bipart & Co.; Wm. Peacock, French & Franklin Mfg. Co.; L. V. Benson, for Frank H. LaPierre; A. D. Miller, Pairpoint Mfg. Co.; Fred. L. Baker, Hayden W. Wheeler & Co.; A. B. Daggett, Derby Silver Co.; Mr. Hudson, H. F. Barrows & Co.; Mr. Sheridan, Horton, Angell & Co.; C. C. Darling, L. W. Pierce & Co.; Arthur Bradshaw, Meriden Britannia Co.; M. L. Jacoby, Providence Stock Co.; C. O. E. Hartung, Sussfeld, Lorsch & Co.; Charles W. Hempel Sandland, Capron & Co.; Tom J. Huteson, Spencer Optical Mfg. Co.; F. S. Sherry, Joseph Fahys & Co.; Fred. J. Foster, Unger Bros.; S. L. Barbour, Barbour Silver Co.; Mr. Sommer, Thos. Totten & Co.; John Lamb, T. I. Smith & Co.

COMMERCIAL TRAVELERS' CLUB SMOKER.

There were but few if any of the host of knights of the gripsack who thronged the parlors of the Commercial Travelers' Club, 15 W. 31st St., New York, Friday evening, who did not agree that the "smoker" on this occasion was one of the most enjoyable ever held by the club. Even more than the usual array of "talent" was present to contribute to the enjoyment of the evening which was accentuated by the collation washed down with famous C. T. punch. Among the many favorites were "musical director" Powers, Miss Arnold, of the Monte Carlo Co., Mr. Raines whose fine voice the audience could not hear too much of, and many others. Tom Ballantyne as usual set the travelers roaring with laughter with his quaint recitations and humorous stories, but the event of the evening followed when piquant Julia Mackay sang "I Don't Want To Play In Your Yard," and "Her Golden Hair Was Hanging Down Her Back." The audience almost went wild in their enthusiasm, applauding her again and again. The "boys" departed in the wee hours of Saturday morning, unanimous in the feeling that a glorious time had been passed.

We again call attention to the Czarina buckle collarettes and stick pins, and the enamelled shields as offered by Geo. F. Greene & Co., Providence, R. I. The goods are finished in silver and Roman, of beautiful design and at remarkably low prices.

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: H. M. Eliasoff, Albany, N. Y., H. Imperial; A. Rosenstein, Lancaster, Pa., Grand H.; W. B. Page, Boston, Mass., Astor H.; T. F. Christie, buyer for J. G. Myers, Albany, N. Y., St. Cloud H.; A. C. Anderson, Toronto, Ont., Astor H.; A. S. Stone, Chicago, Ill., Grand Union H.; W. L. Ballou, Providence, R. I., Murray Hill H.; H. E. Hall, buyer for Forbes & Wallace, Boston, Mass., Murray Hill H.; G. M. Gibbs, buyer for M. E. Smith & Co., Omaha, Neb., 338 Broadway, New York; H. L. Houghton, Boston, Mass., Astor H.; J. B. Lippincott, Philadelphia, Pa.; Oriental H.; J. Karr, Washington, D. C., Gilsey H.; J. B. Norris, Chicago, Ill., Astor H.; W. A. Gill, St. Louis, Mo., St. Denis H.; J. F. Beyerle, Reading, Pa., Sturtevant H.; H. C. Tilden, Providence, K. I.; Murray Hill H.; G. J. Titus, Chicago, Ill., St. Cloud H.; J. A. Anderton, Dayton, O., Imperial H.; A. A. McCandless, Pittsburgh, Pa., Imperial H.; J. F. Morrill, Boston, Mass., St. Denis, H.; L. and E. Sickles, Philadelphia, Pa., Astor H.; J. K. Roumaine, Baton Rouge, La., Astor H.; E. G. Forman, Chicago, Ill., Holland H.; J. A. Pitt, Montreal, Que., Amsterdam H.; A. Kingsbacher, Pittsburg, Pa., Astor H.; C. G. Bigelow, Boston, Mass., Sturtevant H.; B. Allen, Chicago, Ill., Hoffman H.; H. F. Hahn, Chicago, Ill., Hoffman H.; B. Allen, Chicago, Ill., H. Waldorf; L. W. Flershem, Chicago, Ill., H. Waldorf; H. F. Hahn, Chicago, Ill., H. Waldorf; A. G. Schwab, Cincinnati, H. Waldorf; A. S. Goodman, Philadelphia, Pa., St. Cloud H.; A. Sickles, Philadelphia, Pa., St. Cloud H.; E. B. McClelland, Syracuse, N. Y., Windsor H.; W. S. Bigelow, Boston, Mass., H. Brunswick; J. G. Crump, Boston, Mass., Morton H.; J. King, Cleveland, O., Union Sq. H.; E. P. Kohn, H. Kohn and G. E. Kohn, Hartford, Conn., Imperial H.; S. L. Abt, Chicago, Ill., Stewart H.; H. Benham, Toronto, Ont., Grand Union H.

At a meeting of the creditors of S. Goodman, New Haven, Conn., held at the office of Herzog, Goldsmith & Frank, 14 Maiden Lane, New York, Monday, Mr. Strouse, attorney for Goodman, made an offer of settlement at 40 cents cash. The notice calling the meeting stated that Goodman's liabilities were about \$34,000 and his assets about \$17,000. Only 10 creditors out of about 70 were present, but among these were some of Goodman's largest merchandise creditors.

Boston.**TRADE CONDITIONS.**

Expectations have hardly been met during this first month of the year, a very quiet tone having characterized trade here in the past fortnight. Dealers have not lost their hopefulness for a good year on the whole, but look forward to an improvement when stocktakings are all out of the way and the decks are cleared for action once more.

A Harmon, of the American Waltham Watch Co.'s Montreal office, was in Boston during the week.

President Benton, of the Courvoisier-Wilcox Mfg. Co., was among the visitors to the trade here the past week.

A. A. Abbott, manager of Smith, Patterson & Co.'s Montreal office, has been in the Hub on a short business trip.

Treasurer Arthur M. Little and manager Rufus B. Carr, of the E. Howard Watch & Clock Co., are in New York this week on business and as attendants upon the annual meeting of jobbers.

William S. Brown, who has been bookkeeper and cashier in the Boston office of the E. Howard Watch & Clock Co. during the past six years, and was previous to that time bookkeeper for the concern at the factory in Roxbury, died Jan. 20, at his home in Dorchester, after a brief illness.

He was a man of sterling character, and will be sadly missed by his associates and his many friends in the trade.

E. Frank Wilson has accepted a position in the diamond and watch department of J. A. Foster's establishment, Providence.

At the annual meeting of the directors of the E. Howard Watch & Clock Co. routine business was considered. The annual business meeting of the stockholders will take place Feb. 11th.

Harwood Bros. will occupy the space in their store just vacated by Charles May, who takes a convenient room on the same floor. Harwood Bros. will devote their extra space to their optical department, to a large extent.

An alarm clock and some chains, most of them plated, the entire haul being valued at \$32, were secured early on the morning of January 24 by a thief, who threw a brick through the window of Benjamin DeYoung's store on Kneeland St. and made his escape.

Buyers in town during the week included: H. J. Frost, Springvale, Me.; W. D. Heath, Lockport, N. H.; A. G. Stone, Montpelier, Vt.; H. E. Pay, Keene, N. H.; G. R. S. Killam, Providence, R. I.; Charles T. Davis, North Berwick. Mr. Davis was formerly with L. E. Hanson, of South Berwick, but will start for himself soon, and has been in town stocking up.

During the last 18 months Mrs. Daniel

Falconer has been searching for her husband, whom she married more than 20 years ago when he was doing business in this city and was a man of reputed wealth. It is a case of desertion and hasty flight with another woman. She traced her husband to Duluth where she has sworn out warrants against him. She also attempted taking possession of his jewelry store. Divorce proceedings are now on the tapis.

Syracuse.

Harry W. Duncan has given a chattel mortgage for \$1,000.

Samuel Anderson, a peddler, living at 711 Almond St., complained to the police a few days ago that he had been robbed of a satchel containing \$900 worth of jewelry. The man claims that he bought the goods some time ago of I. J. Liberman & Co., and that shortly after Leon Berson, brother-in-law of Liberman, came to his house and took possession of the goods.

Edward Dillon, who was caught last Wednesday noon by bookkeeper G. J. Hall, while attempting to rob the safe of the Crescent mills at Rochester, on Thursday morning acknowledged his identity as "Kid" O'Brien. He waived examination and was held by Police Justice Ernst to await the action of the Grand Jury. His "pal" escaped. The description of Dillon tallies exactly with that of the man who operated last Fall in Utica and Syracuse jewelry stores.

TWO MINUTES WITH YOU! DO YOU APPRECIATE SALABLE GOODS?

Goods that embody artistic ideas, novel conceptions, excellent workmanship and sterling worth?

OF COURSE YOU DO!

And it gives us pleasure therefore to call your attention to our line.

Among other things that will prove profitable and make your customers better friends than ever, are:

RINGS—stone, band, plain, fancy, etc., etc.

SILVER BELT PINS—ornate and plain.

CZARINAS, in gold or silver, beautiful designs.

SCARF PINS in infinite variety.

LINKS, in silver or gold, plain, fancy, enameled, etc.

STICK PINS, too numerous to detail.

A beautiful line of **RIBBON** and **SEAL FOBS**,

STUDS, DROPS, Etc., Etc.

~ ~ "OUR GOODS SELL." ~ ~

WAITE, THRESHER COMPANY,

PROVIDENCE, R. I.

John Donaldson Jr., Works Firms on the Strength of his Father's Reputation.

It became known last week that John Donaldson, Jr., a young man having an office at 189 Broadway, New York, where he sold jewelry on commission, had skipped out leaving creditors whose claims against him amount to nearly \$2,500. Donaldson, who is the son of John Donaldson, an engraver at 20 Maiden Lane, worked with his father until about a year ago when he engaged as a broker, taking desk room in the office of Clarence F. Pearce, jeweler, 189 Broadway.

On the strength of his father's reputation he was able to obtain goods on credit from many diamond and jewelry firms. Recently his purchases and consignments of goods on memorandum materially increased and his creditors commenced to press him for an accounting. Wednesday last it was discovered that Donaldson had skipped and investigations followed. These led to a meeting of about 18 creditors Friday at the rooms of the New York Jewelers' Association, who out of consideration for Mr. Donaldson's father, decided to keep the matter quiet, and Lud-

wig Nissen, of Ludwig Nissen & Co., was chosen to act for the creditors in attempting to catch young Donaldson, force him to return the goods which he had in great part pawned, or make restitution.

Among the firms said to be losers by Donaldson's operations are Ludwig Nissen & Co., Randel, Baremore & Billings, Cross & Beguelin, Cooper & Forman, Morris Kollender, Alfred H. Smith & Co., Louis Strasburger's Son & Co., C. F. Pearce, J. W. Block & Bro., Simons, Bro. & Co., Smith & Knapp, and J. B. Bowden & Co.

Another meeting of the creditors was held Monday afternoon, Mr. Donaldson, the elder, being present. An arrangement was made by which the entire matter was put in the hands of Ludwig Nissen and John C. Mount, of Randel, Baremore & Billings, as a committee to act for all the creditors and secure an adjustment. It is understood that Donaldson's relatives will raise a fund and also assist in locating and restoring such goods as can be recovered. The creditors do not expect to lose any large amount of their claims.

FOX TAIL CHAINS.

Lowest Prices on the Market.

Superior to Imported.

Orders filled promptly in Gold, Silver, German Silver.

Settings, Galleries, Ornamental Designs, Rich Borders in Rococo and Renaissance.

SEND FOR CATALOGUE

TO

BLANCARD & CO.,

45 & 47 John Street, N. Y.

TIME KEEPING ELECTRIC SIGN CLOCK.

To successfully advertise your place of business you must cater to the convenience as well as the aesthetic eye of the public. Examine the accompanying fac-simile of our Bracket Clocks.

Did you ever see any dummy so perfectly proportioned. We make this Clock for either Bracket or Post. It measures four feet from top of ring to bottom of ornament; is 30 inches in diameter and 10 inches thick. It is water and dust proof, and the dials are protected by Glass Bezels. Power is furnished by a small Battery. The circuit is opened and closed every 30 seconds by a small contact-wheel and spring placed on your regulator, thus moving the hands ahead every half minute.

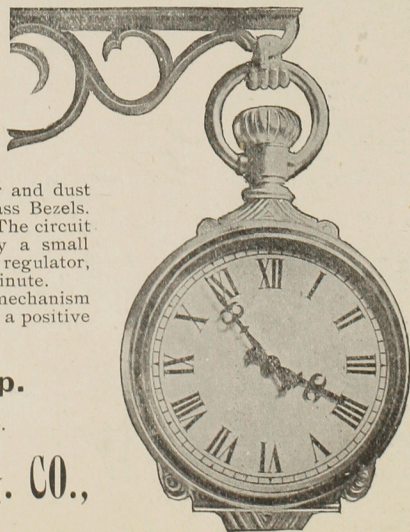
The case is made of cast iron and the mechanism is simple. This clock is no experiment but a positive success and will last you a life time.

Price, from \$40.00 up.

CORRESPONDENCE SOLICITED.

JOLIET ELECTRIC MFG. CO.,

JOLIET, ILL.



Chas. F. Wood & Co. Win Their Case Against an Indemnity Company.

From Tuesday, Jan. 22d, until Saturday evening, the trial of the suit of Chas. F. Wood & Co., 14 Maiden Lane, New York, against the American Credit Indemnity Co., occupied the attention of Judge Townsend and a jury in the United States Circuit Court, in New York. The action, which was for \$10,000, was brought on a policy for insurance against losses incurred in the year 1893.

The losses on which the plaintiffs endeavored to collect indemnity, were caused by the failures of E. F. Sanford & Co., E. E. Kipling and C. Cottier & Son. The principal defence was an allegation of fraud on the part of the plaintiffs, the defendants claiming that Chas. F. Wood & Co. knew these firms were about to fail when the accounts were insured. Other technical defenses were set up. After hearing exhaustive testimony on both sides the jury awarded a verdict in favor of Chas. F. Wood & Co. giving a judgment for \$6,200.

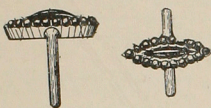
In awarding the amount, Judge Townsend directed that inasmuch as the plaintiffs had recovered a judgment for \$5,297 against the Mercantile Credit Guarantee Co. in a similar suit on these and other losses, the amount of the plaintiff's claim be modified accordingly and fixed at \$6,200. The case will probably be appealed to the United States Circuit Court of Appeals.

The sheriff, of New York county, Thursday, received an attachment for \$10,500 against the Kent & Stanley Co., in favor of Adolph Lewisohn, a dealer in metals, 81 Fulton St. Another attachment for \$1,782, in favor of W. G. McGrath, connected with the Lewisohn firm, was received Saturday. The Kent & Stanley Co.'s offices in New York are at 17 Maiden Lane, and in the Decker building, Union Square.

The Latest Patents.

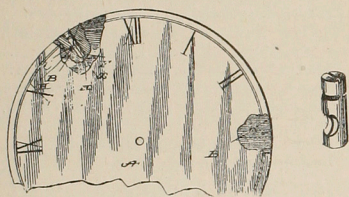
ISSUE OF JAN. 22, 1895.

532,824. GEM-SETTING. EMIL SCHILL, Newark, N. J.—Filed Nov. 13, 1894. Serial No. 528,632. (No model.)



The method hereinbefore described of producing a setting for precious stones or pearls, consisting in first, forming a bezel *a*, then producing cup-shaped depressions *a'* therein, and soldering rings *d* on said bezel between said depressions, substantially as and for the purposes set forth.

532,919. WATCH-DIAL FASTENER. CHAS. D. SMITH, Bridgeport, Ohio.—Filed Mar. 31, 1894. Serial No. 505,939. (No model.)



In a fastening, the combination with a notched foot, of a notched and split locking pin set at right angles to the foot, substantially as and for the purposes specified.

Providence.

Richard Robinson has entered the employ of F. T. Pearce & Co. as salesman.

E. Cohen, Toronto, Can., was registered at the Narragansett Hotel the past week.

George Hunt, of the old pioneer manufacturing concern of Hunt & Owen, is confined to his house by illness.

H. Benham, buyer for H. Benham & Co., Toronto, Can., was in the city the past week. He left for New York.

The administratrix of the estate of George W. Ladd has settled her final account to the Municipal Court which shows a balance on hand of \$5,626.21.

It is understood that several of the creditors of A. B. Kapp have accepted the offer of 25 cents on the dollar. A large majority, however, intend to hold for a hundred cents.

Clark H. Johnson, assignee for William L. Ballou Co., states that he will be unable to make any definite proposition looking toward a settlement for some time to come. For several weeks past the goods have been disposed of at auction sale with excellent results. It is estimated that the sales have amounted to \$125 per day on an average.

Elwood J. Fisher, the surviving partner of William M. Fisher & Co., gold, plated and silver chain manufacturers at 226 Eddy St., gave an assignment last Wednesday to Robert Thompson. So far as is known the financial standing of the concern is secure

and the assignment has been made solely for the sake of liquidation and to straighten out the several interests involved. William M. Fisher died several years ago and his estate is interested in the manufacturing property, and so is that of the late George R. Richardson, who, until his death, was a member of the firm. Mr. Thompson, the assignee, is at work on the company's books, but has yet nothing to say about the amounts involved.

Canada and the Provinces.

George Chillas, of Montreal, is in Ottawa.

S. E. Stevenson, Elora, is offering his creditors 33 1/4 cents.

Rounsfeld & Co., jewelers, Winnipeg, Man., have gone out of business.

B. Kent, wholesale jeweler, of Toronto, was in Montreal on Tuesday last.

James Robertson, representing T. Lee & Co., Toronto, is in Montreal.

R. Russell, representing Levy Bros. Co., Hamilton, is doing Quebec Province.

J. A. Pitts, wholesale jobber, is in New York, buying goods for the Spring trade.

J. S. Leo, manager of the Montreal Optical Co., Montreal, left for Boston and New York last week.

J. E. Normandin, representing the Montreal Optical Co., is on a trip through the Ottawa valley.

Henry Birks and wife left for Colorado, a few days ago and will remain in that State for six weeks or two months.

Mr. Tripp, president of the Pairpoint Mfg. Co., New Bedford, Mass., was in Montreal for a couple of days last week.

George Smith, representing Simpson, Hall, Miller & Co., Montreal, is doing the Ottawa district and Charles Green, of the same firm, is in Toronto.

James O'Neil, for some time bookkeeper with A. A. Abbott, manager of the Canadian branch of Smith, Patterson & Co., Montreal, died last Sunday from consumption, and was buried on Tuesday.

Fred Croke, jeweler, New Westminster, B. C., has assigned. He started in business nearly 10 years ago with a few hundred dollars capital. Dull times is given as the cause of his failure.

A Trustee for the Estate of Samuel Goodman.

NEW HAVEN, Conn., Jan. 29.—There was no contest in the Probate Court, yesterday morning, over the appointment of a trustee upon the estate of Samuel Goodman, the Chapel St. insolvent jeweler. Samuel H. Kirby was appointed by Judge Cleaveland. Commissioner will be appointed a week later. The schedule of assets and liabilities show that the liabilities are \$34,148.60 and the assets \$17,800.

New York Notes.

(Continued from p. 32-b)

Bartens & Rice have filed a judgment for \$94.65 against Wm. B. Wilkins.

A judgment against Simon Dessau, for \$4,311.26, has been entered by S. A. Carson.

The graduating class of '04 of the Spencer Optical Institute, on Jan. 17 held a banquet at the Columbia, Union Square. Officers were elected and a handsome diamond ring and engrossed resolutions were presented to Dr. Heath, instructor.

John D. Maynard, for over 16 years a salesman for Tiffany & Co., in their fancy goods department, died early Saturday morning at the New York Hospital. Mr. Maynard had no relatives in this city. He was born in the vicinity of Boston, in 1851, and his family, who were in comfortable circumstances, gave him a liberal education. His father served in the Revolution, and after his mother died, young Maynard came on to New York, and of late lived at the Morton House. The funeral services were held at the residence of Joseph Harris, 303 E. 17th St., Jan. 29th, and were largely attended by his former associates.

One of the many incidents of the Brooklyn trolley ca strike was a considerate offer which was heartily appreciated by the members of Troop A. The quarters assigned to this company being very poor, Jeannot & Shiebler kindly offered them the use of the engravers' room of their watch case factory at Herkimer St. near Brooklyn Ave. As this is a large, well heated room, containing wash basins and other sanitary requisites, the offer was gladly accepted, and the recipients declare that the consideration shown by Jeannot & Shiebler will ever be remembered by the boys of Troop A.

The suit recently tried before Judge Beach, in the Supreme Court, which was brought by the Gorham Mfg. Co. against Chas. Seale to set aside Seale's assignment on the ground of fraudulent disposition of property, has been decided in favor of the defendant. In deciding, Judge Beach says: "The main point urged by plaintiff's counsel upon the trial was that the assignor's books left unaccounted for at date of assignment one hundred and twenty-two articles of stock. The defendant's counsel, by an exhaustive and specific analysis of the stock and other books in evidence, accounts for most of the merchandise testified by the assignor to have been 'presumably' in stock. This property, it seems, had been in part sold, and the rest could not be turned over to assignee, because out of assignor's possession on memorandum and pledged as collateral to loans. The business acts of the insolvent, for some time, just prior to the assignment, were reckless and improvident. But the evidence fails to convince me that such procedure was taken with an intent to hinder, delay or defraud his creditors." A decree is ordered for the defendants.

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.

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Borgfeldt, Geo. & Co., 18, 20 & 22 Washington Place, New York.	77	Emblems.		Settings, Galleries, &c.	
Glaenger, Léon J. & Co., 80 & 82 Chambers St., N. Y.	48a	Irons & Russell, Providence, R. I.	47	Blancard & Co., 45-47 John St., N. Y.	52
Hinrichs & Co., 29 & 31 Park Place, N. Y.	79	Richardson, J. W. & Co., 200 Broadway	48d	Show Cases.	
Straus, L. & Sons, 42 to 48 Warren St., N. Y.	73	Enamelers.		Smith, B. & W. B., 220 W. 29th St., N. Y.	58-59-80
Vantine, A. A., & Co., 877 & 879 B'way, N. Y.	76	Wild, S. S. & Son, 179 Eddy St., Providence, R. I.	79	Show Trays.	
Assayers & Refiners.		Fine Stationery.		Fletcher Mfg. Co., 259 W. 27th St., N. Y.	64
Goldsmith Bros., 63 & 65 Washington St., Chicago, Ill.	26	Parsons & Greene Co., 18 Murray St., N. Y.	5	Silver Plated Ware.	
Rathbone, J., 1-9 Mathewson St., Providence, R. I.	65	Gold and Rolled Plate Jewelry.		Adelphi Silver Plate Co., 62 John St., N. Y.	15
U. S. Smelting & Refining Works, 25 John St., N. Y.	80	Foster & Bailey, Providence, R. I.	3	Manhattan Silver Plate Co., 65 Washington St., Chicago, Ill.	32d
Auctioneers.		Waite, Thresher & Co., Providence, R. I.	51	Meriden Britannia Co., Chicago, Ill.	28
Comrie, A. J., 22 John St., N. Y.	65	Gold Jewelry.		Meriden Silver Plate Co., 133-135 Wabash Ave., Chicago, Ill.	46
H. M. Rich & Co., 21 School St., Boston, Mass.	5	Aikin, Lambert & Co., 19 Maiden Lane.	72-73	Middletown Plate Co., Middletown, Conn.	32
Badges, Medals, Etc.		Carter, Sloan & Co., 15 Maiden Lane, N. Y.	67	Pairpoint Mfg. Co., New Bedford, Mass.	5
Stockwell, E. R., 19 John St. N. Y.	66	Greene, Geo. F., 111-113 Point St., Providence, R. I.	78	Simpson, Hall, Miller & Co., 141-143 State St., Chicago, Ill.	35
Bicycles.		Larter, Elcox & Co., 21-23 Maiden Lane, N. Y.	14	The Wm. Rogers Mfg. Co., Hartford, Conn.	5
Keating Wheel Co., Holyoke, Mass.	60	Reddall, John W., & Co., Newark, N. J.	11	Webster, G. A., Chicago, Ill.	71
Book Marks, Sterling Silver and Gold.		Schwartz, W. H., & Co., Newark, N. J.	60	Sterling Silver Novelties.	
Stone Bros., 535 Broadway, N. Y.	73	Horological Schools.		Codding Bros. & Heilborn, North Attleboro Mass.	79
Chains.		Chicago Watchmaker's Institute.	71	Hagan, White & Co., 243 W. 23d St., N. Y.	66
W. & S. Blackinton, Attleboro, Mass.	20	Parson's School for Watchmakers, Peoria, Ill.	71	Sterling Silverware.	
Clocks, French, English and American.		Philadelphia College of Horology, 623 Heed Building, Phila., Pa.	37	Bachrach & Freedman, 1 & 3 Union Sq., N. Y.	62
Ansonia Clock Co., 133-135 Wabash Ave., Chicago, Ill.	Inside Back Cover	Jewelry Boxes, Cases, Trays, &c.		Fuchs, Ferd. & Bros., 808-810 Greenwich St., N. Y.	66
Jacques, Chas., Clock Co., 22 Cortlandt St., N. Y.	80	Dennison Mfg. Co., 90-92 Wabash Ave., Chicago, Ill.	42	Holmes & Edwards Silver Co., 65 Washington St., Chicago, Ill.	33
Joliet Electric Co., Joliet, Ill.	52	Jobbers, Watches, Diamonds, Etc.		Knowles, J. B. & S. M. Co., Silversmiths' Hall, Union Square, N. Y.	64
Self-Winding Clock Co., 26 Broadway, N. Y.	80	Aikin-Lambert Jewelry Co., 19 Maiden Lane	72 73	Towle Mfg. Co., 149-151 State St., Chicago, Ill.	40-41
Seth Thomas Clock Co., 149-151 State St., Chicago, Ill.	34	Allen, Benj. & Co., Chicago, Ill.	45	Wallace, R. & Sons Mfg. Co., Wallingford, Conn.	6
Cut Glass.		Becken, A. C., 103 State St., Chicago, Ill.	24	Wood & Hughes, 16 John St., N. Y.	8c
Clark, T. B. & Co., 860 Broadway, N. Y.	73	Lapp & Fleshem, Chicago, Ill.	Inside Front Cover	Tool Manufacturers and Dealers.	
Demagnetizers.		Marquardt, G. W. & Sons, Chicago, Ill.	8	Allen, Benj. & Co., Chicago, Ills.	45
Bowman, Ezra F. & Co., Lancaster, Pa.	61	Myers, S. F. & Co., 48 Maiden Lane, N. Y.	80	American Watch Tool Co., Waltham, Mass.	73
Diamond & Precious Stone Importers.		Sproehne, F. M. & Co., Chicago, Ill.	16	Glickauf & Newhouse, 84 & 86 State Street, Chicago, Ill.	10
Cottier, C. & Son, 14 Maiden Lane, New York	80	Wallis, O. W. & Co., 113 State St., Chicago, Ill.	69	Moseley & Co., Elgin, Ill.	71
Disselkoe, John N., 5-7 Maiden Lane, N. Y.	67	Young, Otto, & Co., 149-153 State St., Chicago, Ill.	Back Cover	Mossberg Wrench Co., Attleboro, Mass.	79
Falkenau, Oppenheimer & Co., 40 Maiden Hedges, Wm. S. & Co., 170 Broadway, N. Y.	66	Monograms.		Oliver, W. W., Buffalo, N. Y.	80
Kahn, L. & M. & Co., 172 Broadway, N. Y.	11	Dietz, W. H., 115 Dearborn St., Chicago, Ill.	71	Trunks and Traveling Bags.	
Keller, Ettinger & Fink, 24 John St.	11	Musical Boxes.		Crouch & Fitzgerald, 161 Broadway, N. Y.	5
Kipling, R. A., Hays Bldg., N. Y.	66	Jacot & Son, 39 Union Square, N. Y.	73	Watch Case Manufacturers.	
Knights, C. H. & Co., Chicago, Ill.	2	Musical Instruments.		Bates & Bacon, 167 Dearborn St., Chicago.	69
Smith, Alfred H. & Co., 182 Broadway, N. Y.	66	Lyon & Healy, Wabash Ave. and Adams St., Chicago, Ill.	48	Margot Bros., 11 Franklin St., Boston, Mass.	57
Tannenbaum, L., & Co., cor. Maiden Lane and Nassau St., N. Y.	32c	Optical Goods.		Dueber-Hampden Co., Canton, O.	57
Young, Otto, & Co., 149-153 State St., Chicago, Ill.	Back Cover	Geneva Optical Co., Chicago, Ills.	36-71	Watch Case Materials.	
Diamond Cutters.		Queen & Co., Philadelphia, Pa.	80	Newark Watch Case Material Co., Newark, N. J.	63
Fox Bros. & Co., 68 W. 4th St., Cincinnati, O.	71	Optical Schools.		Watch Importers.	
Oppenheimer Bros. & Veith, 35 Maiden Lane, N. Y.	56	Knowles, Dr., 4 Maiden Lane, N. Y.	55	Hyde's, J. E., Sons, 22 Maiden Lane, N. Y.	65
Randel, Baremore & Billings, 29 Maiden Lane	67	Pens, Pencils, etc.,		Mathey Bros., Mathez & Co., 21 & 23 Maiden Lane, N. Y.	72
Diamond Polishing Mills.		Aikin, Lambert & Co., 19 Maiden Lane, N. Y.	72-73	Strasburger, B. L. & Co., 17 Maiden Lane, N. Y.	62
Arthur Co., The, 86 John St., New York.	80	Photo-Miniature.		Watch Keys.	
		Favre Leon, 107 East 26th St., N. Y.	72	Clark, A. N., Plainville, Conn.	80
		Ring Makers.		Watch Manufacturers.	
		Bowden, J. B. & Co., 192 Broadway, N. Y.	66	American Waltham Watch Co., Waltham, Mass.	19
		Safes.		Dueber-Hampden Co., Canton, O.	57
		Mosler, Bahmann & Co., 518 B'way, N. Y.	73	Elgin National Watch Co., Chicago, Ill.	39

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 watchmaker. Experienced and have tools. Address Watchmaker, Box 52, Lanham, Neb.

POSITION—As watchmaker and salesman; will start at \$10 per week. Melvin Avery, Jackson, Mich.

SITUATION wanted by an experienced engraver, chaser, designer and letterer. Address Ed. S. Browe, Upper Montclair, N. J.

WATCHMAKER, first class, wants position; 25; A 1 references; full set of tools; good salesman, etc. Address J. G., care JEWELERS' CIRCULAR.

A MELTER, refiner, or one to work down silver or gold stock. Will go anywhere. Experienced, reliable. Address M. K., care of JEWELERS' CIRCULAR.

A FIRST-CLASS designer and modeler on silverware and jewelry is open for immediate engagement. Address Designer, Room 88, 33 Union Square, New York.

A FIRST-CLASS watchmaker would like position after January 1st. Full set of tools. References if required. Address Whitcomb, care of JEWELERS' CIRCULAR.

ENGRAVER and salesman desires position at once. Middle States preferred. Salary \$16. Reference given for character and ability. Address Commerce, care JEWELERS' CIRCULAR.

WANTED.—A 1 salesman wants city or near-by trade. Salary or commission. Seven years' experience. Reference unexceptional. Address X. X. B., care of JEWELERS' CIRCULAR.

SITUATION WANTED by April 1, 1895, as watchmaker. Do all ordinary watch work, clock work and gold soldering; four years' experience; A 1 references; good habits. Address R. T., Mt. Gilead, Ohio.

FIRST CLASS watchmaker, 28; experienced in materials, tools, also optical goods; speaks English, French and German; would like position as salesman in retail or wholesale material house. "Material," care JEWELERS' CIRCULAR.

BOOKKEEPER, absolutely reliable and competent to take charge of office, credits and collections, desires to make a change: for number of years in similar position in watch and diamond line; excellent references. Address Amiable, 170, Care JEWELERS' CIRCULAR.

A FIRST-CLASS watch repairer, jeweler and fair engraver, 20 years' experience; all tools; no bad habits; capable to take charge of bench work; good references; speaks German and English; would like a steady job. Address Conrad Kohler, 1766 N. Ashland Ave., Chicago, Ill.

YOUNG MAN, 19 YEARS, WOULD LIKE A POSITION WITH A JEWELRY CONCERN WHERE HE CAN ADVANCE HIMSELF. EXCELLENT REFERENCES. ADDRESS OFFICE, CARE JEWELERS' CIRCULAR.

Help Wanted.

WANTED—EXPERIENCED TRAVELER in the optical line on salary and commission. Address H., care of JEWELERS' CIRCULAR.

WANTED.—Watchmaker; young man; must have good references and furnish his own tools; by March 1st. Address Henry Harris, Hartford, Conn.

WANTED.—A first-class jewelry salesman, with an established trade, for the city and vicinity. Address City Salesman, care of JEWELERS' CIRCULAR.

SALESMAN—Energetic, traveling, who visits retail jewelry trade, to carry a side line; commission liberal; samples weigh two pounds. F. M. Spreehne & Co., 108 State St., Chicago.

WANTED.—Letter engravers on silver ware. Permanent positions in city, if satisfactory. Address, stating experience and salary expected, L. E., care of JEWELERS' CIRCULAR.

WANTED—Experienced traveling salesman to carry a leading and well-known line of spectacles and eyeglasses. Samples easily carried. Liberal commission. Address Optics, care JEWELERS' CIRCULAR.

Business Opportunities.

LAKEWOOD, N. J., farm for sale or exchange for jewelry store. Pennsylvania or New York preferred. If you want a home residence or farm, look at this. Price, \$10,000. Address P. O. Box 29, Delhi, N. Y.

A GENTLEMAN, representing some of the best silverware houses in Europe, wishes to make arrangements with some gentleman of means to carry on a mutually beneficial business. Experienced preferred. Address J. V., Room 88, 33 Union Square, New York.

A BUSINESS man or engraver having about \$5,000 to invest may secure a partnership in a successful established engraving and light manufacturing business controlling a monopoly; thorough investigation allowed; highest references asked and given. "Manufacturer A. Z.," care JEWELERS' CIRCULAR.

PARTNER WANTED—For a favorably and well-known manufacturing jeweler, with a first-class trade and good line of staple gold goods; one to act as salesman and to furnish \$5,000 to \$8,000; said amount wanted to increase the business. For particulars address C. S. Carter, P. O. Box 1228, Providence, R. I.

FOR SALE cheap, for cash, or exchange for improved real estate, a fine jewelry store, established 20 years, in a southern New England city, convenient to seaside hotels, whose patrons bring a good summer trade. The owner has other business and resides out of town. The store is run by a manager. Address C. A. B., care JEWELERS' CIRCULAR, 189 Broadway New York.

To Let.

TO LET—52 Maiden Lane, store and basement; also two upper floors. Apply Louis Herzog, on the premises.

LOFTS TO LET for light manufacturing purposes (jewelry). Apply to The Mauser Mig. Co., 14 East 15th St., New York.

Miscellaneous.

WANTED—A pair of flat second hand power rolls. Meyer Jewelry Co., 1018 Main St., Kansas City, Mo.

WANTED.—Good, strong safe, 80 inches high outside. Would like extra steel chest inside and fitted with drawers for jewelers' use. Address R. L. W., care of JEWELERS' CIRCULAR.

WANTED—A steel lined fire proof safe; give inside and outside measurement with maker's name and full description. Address K. M., JEWELERS' CIRCULAR.

A GOLD solder that has a 14 kt. color, will not tarnish with perspiration, and will flow on silver. Send 25 cents for sample of (the best of all gold solder), 50 cents per dw. Address J. J. Kerr, Manufacturing Jeweler, Indiana, Pa.

THE Omaha Optical, Watchmaking and Engraving Institute, offers greater inducements than any other trade school in this country; our instructors are experienced in school work; we advance students rapidly in theory and practice; write for prospectus. 509 Sheely Block, Omaha, Neb.

A WELL KNOWN SALESMAN, having an office in New York and an established trade, would like to arrange with manufacturer to handle line of gold or silver goods for better class of trade. Would travel west if required. Address Experience, care of JEWELERS' CIRCULAR.

WANTED a line of jewelry, gold or silver novelties or staple goods to handle on commission or otherwise in connection with diamond stock in Chicago and surrounding country; am thoroughly acquainted with the trade and have my own office; references. Address Elmer A. Rich (formerly Chicago manager for Alfred H. Smith & Co.), 34 and 36 Washington St., Chicago, Ill.

For Sale.

FOR SALE—Hydraulic press made by John Robertson & Son, Brooklyn, N. Y., in perfect order. Address J. B. & S. M. Knowles Co., Providence, R. I.

BURGLAR-PROOF SAFE for sale. New. Having use of vault in store, will sacrifice large Mos'er burglar and fire proof safe; weight, five tons; lever-set; burglar-proof door on lower chest. Address Wm. A. Keddle, 14 Maiden Lane, New York.

TAINTOR & McALPINE, OF EASTHAMPTON, MASS.,

Offer for sale their Jewelry and Stationery Store, or Jewelry Department sold separate if so desired. Stock all new and in good condition.

Jewelry stock with fixtures will inventory about \$5,000, and can be reduced if necessary. Reason for selling, have gone into the manufacturing business. The above is an old established store with a good business and a large amount of bench work.

WE OFFER A PRIZE OF \$50.00

For the best idea for a Souvenir of the Cotton States and International Exposition which opens in Atlanta, Ga., Sept. 20th. We wish a new and original souvenir in our line and one that can be made in series to cost about 50 cents each—Something to take the place of the bangle ring and souvenir idea. The decision to be made March 15th. Send in the design on a separate slip from your name.

MAIER & BERKELE, Atlanta, Ga.

WHEEL CUTTING.

We make a specialty of Wheel Cutting, Demagnetizing and Watch Repairing for the trade. Complete plant. Send for price list.

THE WINSLOW & PENNEY CO.

608 Masonic Temple, - CHICAGO.

DR. KNOWLES' Private Course in Refraction.

LECTURE for the course, - \$20.00.

DIPLOMA engrossed on parchment, 5.00.

\$25.00

Special inducements offered to students who purchase an outfit.

WRITE FOR PARTICULARS.

Office and Headquarters for Graduate Opticians, 4 MAIDEN LANE (up stairs), NEW YORK.

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SPECIAL

IN

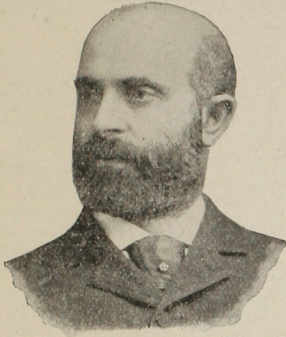
THE JEWELERS' CIRCULAR

Produce the results desired.

NOTICES

The National Association of Jobbers to be Dissolved.

The banquet hall of the Equitable building, New York, was again the scene of the convention of the National Association of Jobbers in American Watches, when the eleventh annual meeting was called to order, Tuesday morning, by president Her-



H. F. HAHN,
PRESIDENT.

man F. Hahn. The roll call showed that the following firms were represented:

A. Paul & Co., D. C. Percival & Co., Smith, Patterson & Co., Boston, Mass.; H. A. Osgood & Son, Lewiston, Me.; Bogle Bros., White River Junction, Vt.; Henry Kohn & Sons, Hartford, Conn.; Aikin, Lambert Jewelry Co., C. K. Colby, Max Freund & Co., Henry Ginnell & Co., Keller, Ettinger & Fink, S. Levinson, Lissauer & Co., S. F. Myers & Co., Roseman & Levy, Rubenstein Bros., Adolphe Schwob, H. M. Smith & Co., Smith & Knapp, Hayden W. Wheeler & Co., and N. H. White & Co., New York; Philip Present, Rochester, N. Y.; L. Levy, I. J. Liberman, Syracuse, N. Y.; Henry Euler, H. O. Hurlburt & Sons, M. Sickles & Sons, Philadelphia, Pa.; Non-Retailing Co., Lancaster, Pa.; N. B. Levy & Bro., Scranton, Pa.; Goddard, Hill & Co., Heeren Bros. & Co., Pittsburgh, Pa.; Bowler & Burdick Co., Cleveland, O.; A. G. Schwab & Bro., Cincinnati, O.; H. F. Hahn & Co., Lapp & Flershem, O. W. Wallis & Co., Chicago; and Herman Oppenheimer & Co., Kansas City, Mo.

Among the firms represented by proxy were: G. B. Barrett & Co., M. Bonn & Co., Pittsburgh,

Pa.; Eugene Deimel, Detroit, Mich.; Albert Bros., Amberg & Goldberg, Bene, Lindenberg & Co., Duhme Co., Frohman, Wise & Newman, Henry Hahn & Co., Clemens Hellebush, Oskamp, Nolting & Co., D. Schroder & Co., and J. S. Voss & Sons, Cincinnati, O.; Robert Nelson & Co., Toledo, O.; Baldwin, Miller & Co., Heaton, Sims & Co., Indianapolis, Ind.; A. & L. Felsenthal, Glickauf & Newhouse, Hass & Co., C. F. Happel & Co., C. H. Knight & Co., Chas. Kolb & Co., F. Lewald & Co., S. J. Loeb, Louis Manheimer & Co., M. A. Mead & Co., Metzenberg & Co., B. F. Norris, Alistair & Co., F. M. Spreehnle & Co., Stein & Ellbogen Co., and Otto Young & Co., Chicago; T. R. J. Ayres' Sons, Keokuk, Ia.; Ch. Preusser Jewelry Co., Milwaukee, Wis.; Minneapolis Jewelry Mfg. Co., Minneapolis, Minn.; Max Meyer & Bro. Co., Omaha, Neb.; S. A. Rider Jewelry Co., St. Louis, Mo.; and Woodstock, Hoefler & Co., Kansas City, Mo.

President Hahn then read his address.

Secretary Noyes' report showed the members in good standing to number 165, and his financial report showed a balance in the treasury of \$1 895.16.

The committee appointed to meet the National Retail Jewelers' Association at their last annual meeting reported that requests were sent by this body to the Jobbers' Association, that means be taken to stop retailing by jobbers, to stop the indiscriminate issuance of catalogues, and to stop the sale of goods by licensed jobbers to other members of the Association over whom the manufacturers have no control. The Retail Jewelers' Association also wanted arrangements effected so that they be represented at the meeting of the Jobbers' Association. A committee, consisting of Arthur S. Goodman, president of the National Retail Jewelers' Association, O. O. Stillman, Geo. H. Bowers and John Wilson, were in attendance close by, and asked a hearing at this meeting of the jobbers.

The entire matter was temporarily laid upon the table to be taken up later.

A committee of 15 was appointed to decide on what course of action the Association should pursue during the coming year. This committee consisted of David Keller, N. H. White, M. J. Lissauer, S. F. Myers, Benj. Allen, L. W. Flershem, Otto Heeren, Geo. M. Goddard, A. G. Schwab, Henry Euler, Willis B. Musser, D. C. Percival, H.

W. Patterson, R. E. Burdick and Herman Oppenheimer. At noon the meeting adjourned until 2.30 P. M.

The committee appointed at the morning session met early in the afternoon, David Keller, the chairman, presiding. After a general discussion it was unanimously decided that the affairs of the National Association of Jobbers in American Watches be wound up, its debts be paid and the assets be divided pro rata among the members in good standing.

This report was submitted at the afternoon session which commenced about 3 P. M. and was adopted. The executive committee are to wind up the affairs of the association. President Goodman, of the National Retail Jewelers' Association, delivered an address, and Mr. Stillman, another member of the committee from that organization, made a few remarks.

The closing exercises were marked by the presentation of a gavel to President Hahn. Mr. Keller, who acted as spokesman, presenting it on behalf of his colleagues, with a few timely and well chosen remarks.

The meeting then adjourned *sine die*.

The Circular's Stamping Bill in the Nebraska Legislature.

LINCOLN, Neb., Jan. 24.—House roll No. 291, by Hairgrove, to prevent the disposing of goods or wares marked "sterling," "sterling silver" or "coin silver" without said goods or wares being sterling or coin silver, and providing a penalty therefor had its first hearing in the Legislature.

This is the measure drafted by THE JEWELERS' CIRCULAR.

Phillip Zellenka & Son will remove Feb. 10th from 37 Maiden Lane, New York, to the Seabury building, 59 Maiden Lane.

R. W. Wehrle, jeweler, Blairsville, Pa., had his show window artistically decorated with spruce and moss, on which were placed stuffed pheasants, quail and a fox.

Israel Weisbach, a diamond setter employed by L. & J. Adler & Co., 51 Maiden Lane, was a prisoner in the Tombs Police Court, Tuesday, charged with larceny by Nathan Kaplan, a dealer in jewelry at 80 Nassau St. Kaplan is said to have given Weisbach some diamonds to set in rings and the latter subsequently reported that he had lost the stones. Weisbach waived examination and was held in \$1,000 bail for trial.

Paul J. Slider, jeweler, Crystal Lake, Minn., offered a silver tea set to the one who would guess nearest the correct number of beans contained in a quart fruit jar. There were three who came anywhere near guessing the number. There were 3,982 beans in the jar. M. Lamberton guessed 3,971; Miss Fredericks, 3,921; J. M. Sterling, 3,990. Guessing at beans in quart jars is a good deal like looking for the hole after pulling your finger out of the water.

OPPENHEIMER BROS. & VEITH,

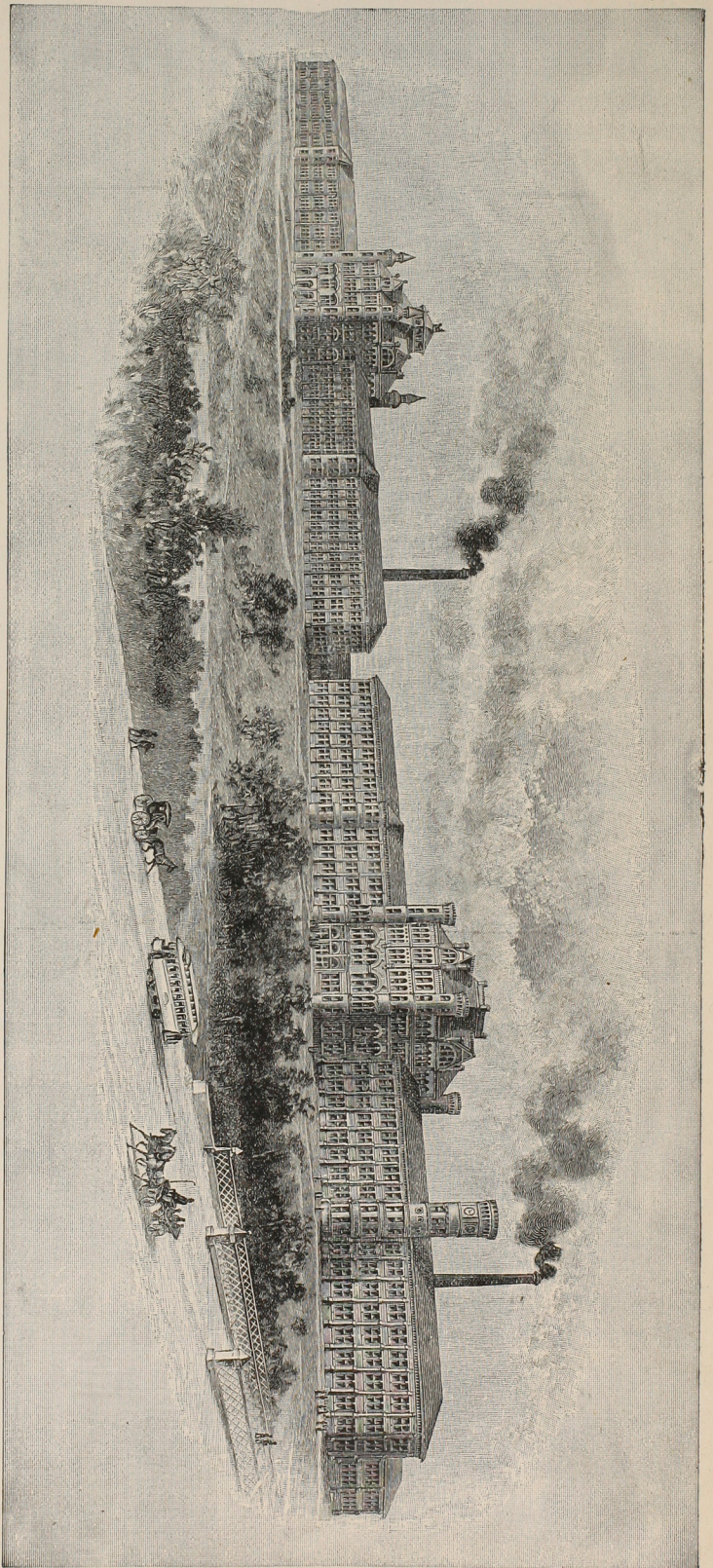
35 MAIDEN LANE, - NEW YORK.

CUTTERS OF

DEALERS IN

DIAMONDS, WATCHES.

HAMPDEN MOVEMENT, DUEBER CASES A SPECIALTY.



THE DUEBER-HAMPDEN WATCH FACTORIES, CANTON, OHIO.

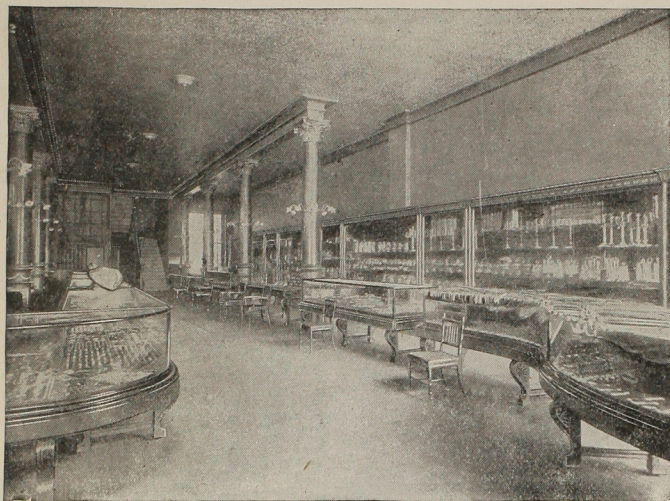
ARE THE LARGEST AND ONLY COMPLETE WATCH FACTORIES IN AMERICA.

The policy of these companies has always been and will continue to be the best interests of the Retail Watch Maker and Jeweler. The rebate voucher system now in general use by us guarantees, as heretofore, a satisfactory margin of profit to all legitimate dealers selling

**DUEBER-
HAMPDEN
WATCHES.**

OUR MOTTO:

The welfare of the Jeweler depends more upon goods that are salable and yield him a good profit than upon any scheme, combination or organization.



Portion of Gorham Mfg. Co., Silversmiths, N. Y. City. Fitted entire by B. & W. P. Smith.

B. & W. B. Smith.

220 WEST 29th STREET,

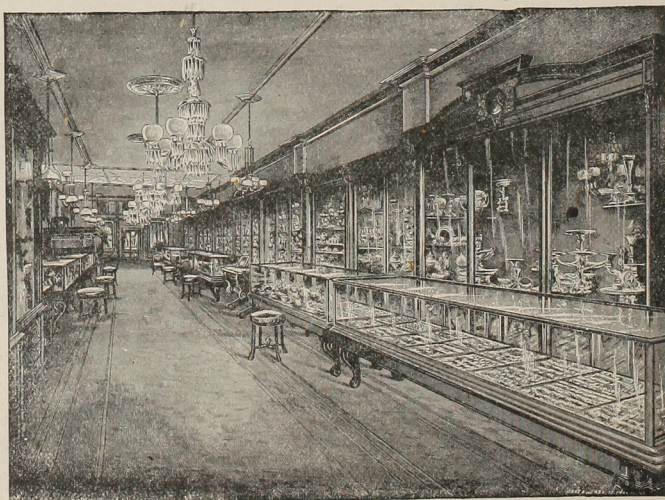
New York City.

A VISIT TO OUR SHOWROOM
WILL REPAY YOU. YOU
MAY LEARN SOME-
THING ABOUT COUNTER AND
WALL CASES. MANY NOVEL-
TIES ON EXHIBITION.

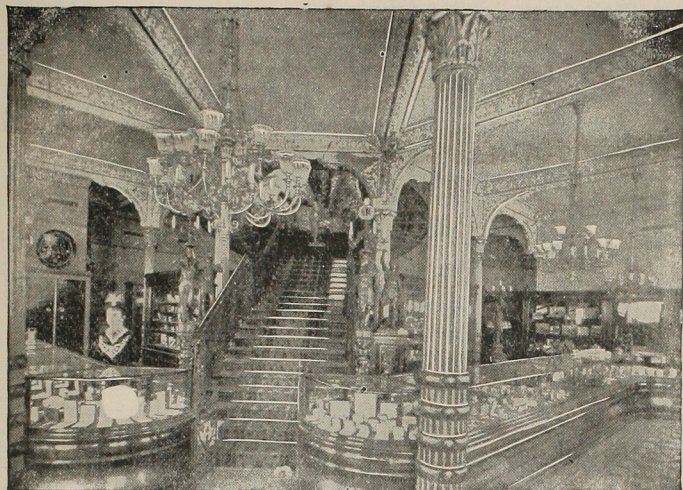


Geo. W. Shiebler & Co., Silversmiths, N. Y. City. Fitted entire by B. & W. P. Smith.

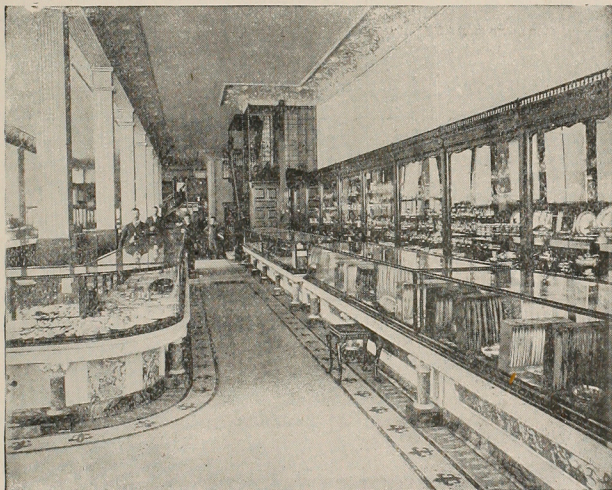
ESTIMATES GIVEN UPON
APPLICATION. PAR-
TIES WILL PLEASE
SEND GROUND PLAN AND
NUMBER OF FEET FRONT
OF WALL CASES DESIRED.



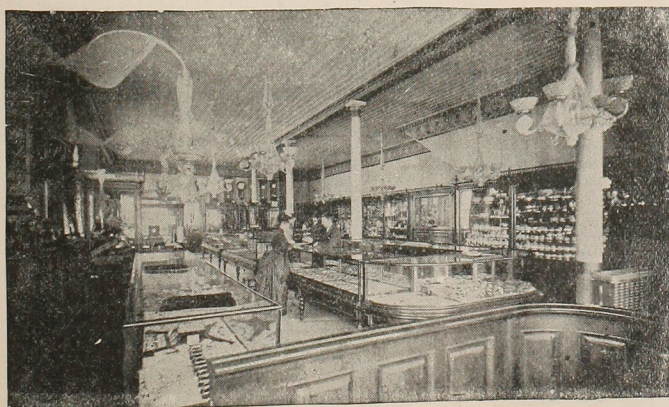
Reed & Barton, Silverware, 37 Union Sq., N. Y. City. Fitted entire by B. & W. B. Smith.



HAUSER, ZIVY & CO., JEWELRY STORE,
MEXICO CITY.
FITTED ENTIRE BY B. & W. B. SMITH.



SPAULDING & CO., JEWELRY STORE,
CHICAGO, ILLS.
FITTED ENTIRE BY B. & W. B. SMITH.

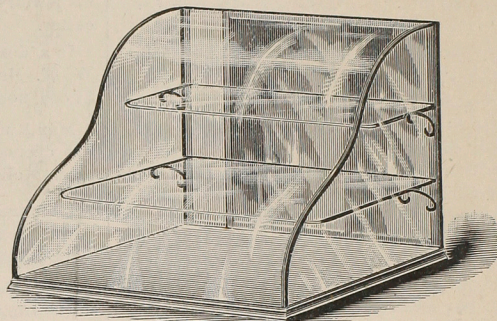


BUNDE & UPMEYER, JEWELERS,
MILWAUKEE, WIS.
FITTED ENTIRE BY B. & W. B. SMITH.

B. & W. B. SMITH,

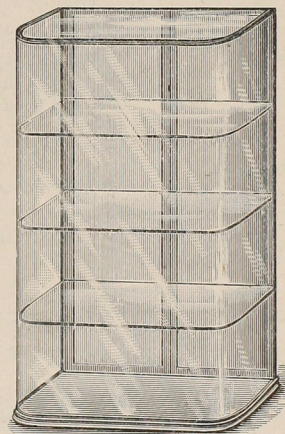
220 WEST 29TH ST.,
N. Y. CITY.

Cases below have no frame or bar in front.
All Glass.



O. C. FRONT.

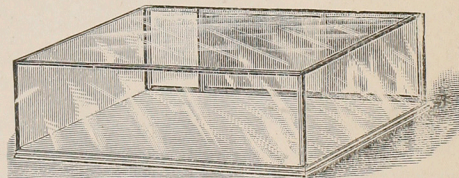
Size, 24 inches wide, 18 inches deep and 20 inches high. Glass Shelves.



CALL and SEE
OUR
SHOW ROOMS
VISITORS
RECEIVED
8 A. M. to
4.30 P. M.

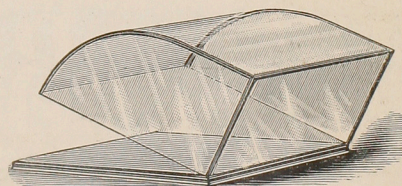
CIRCULAR FRONT UPRIGHT, GLASS SHELVES.

Size, 20 inches wide, 12 inches deep, 25 inches high.



HORIZONTAL, SLIDING GLASS DOORS IN BACK.

Size of case 12 inches high, 24 inches wide. Any length.



SPECIALTY CASE.

Size, 14 inches wide, 10 inches deep, 5 inches high. Hinged on back.
Lock in front if required.

law allots three months before the writ is returnable, and the official has just so long a time in which to find his man. At the end of that time, supposing Mr. Kapp isn't to be found within the confines of Rhode Island, the creditors turn to his bondsmen for recourse. A new writ is then issued—a writ of scire-facias—and served upon the bondsmen, who will be the parties responsible for the defendant's non-appearance, and would have to make good the claims against him.

THE CIRCULAR is in receipt from Nicholas Muller's Sons & Co., manufacturers of art metal work, bronzes, lamps, etc., 224-232 W. 26th St., New York, of a bronze bust of the late Henry Woodfin Grady, the noted southern journalist. This work was done by Nicholas Muller's Sons & Co., upon the order of J. E. Muller, of Atlanta, Ga., after a model by Orion Frazee, another Georgian, both gentlemen being among Mr. Grady's warmest friends and admirers. The sculptor has endeavored to portray the beloved Georgian as he daily appeared among his friends, and his endeavors have been fully realized. The character of the subject has enabled Messrs. Muller & Co. to do their best to make a true copy of the original, and in this they have succeeded.

A circular has been addressed to the trade announcing the formation of a co-partnership by A. Joralemon, Chas. L. Joralemon and Harry K. Ingraham, under the firm name of Joralemon & Ingraham. The firm will carry on the business of manufacturing jewelers, at 49 and 51 Chestnut St., Newark, N. J.

News Gleanings.

William A. Baker is a new jeweler in Fort Worth, Tex.

Henry Drukker, of Lawrence, Kan., will open a jewelry store in Atchison, Kan.

C. W. Harte, Waterloo, Wis., has sold out his jewelry stock to Albert J. Vick.

H. A. Potter, Pittsfield, Mass., has sold his jewelry business to a Mr. Stone, of Worcester.

In a destructive fire in Glasgow, Minn., W. W. Mabe's store was burned out; loss \$1,000; no insurance.

Max Rudert, formerly of Duquesne, Pa., has opened a jewelry store at 234 Fifth Ave., McKeesport, Pa.

J. Bennett has opened "The Great Metropolitan Loan Office and Jewelry Store," at 110 Church St., Norfolk, Va.

W. A. Schwal has set up a jewelry shop in the front part of E. W. Helmick & Son's hardware store, Gibson City, Ill.

Fire broke out in the jewelry store owned by J. W. Eddy, Kewanee, Ill., Jan. 20. Little damage was done to the store.

The big steam engine which was bought to run the watch factory in Wichita, Kan., has been sold to an irrigation company.

Sheriff Coulter a few days ago disposed of the jewelry stock of C. A. Lindsey, Johnstown, Pa., for the benefit of creditors.

An attempt to rob E. F. Gilbert's jewelry store, Jacksonville, Fla., was made on the night of Jan. 20th, but the robber became

rattled by a curious pedestrian and ran off, leaving a ladder leaning against the transom over the rear door of the store.

Max Kaufman, a Berlin jeweler, is reported to have made a perfect ivory chariot with movable wheels, the whole weighing but two grains.

The Crook jewelry stock Hebron, Neb., was recently taken possession of by the sheriff for the benefit of creditors. Mr. Crook has gone south.

Charles Rudolph, son of C. F. Rudolph, Wilmington, Del., was married to Miss Allmond, daughter of ex-Mayor Allmond, of Wilmington, Jan. 22.

Burglars broke into the jewelry store of A. W. Stevenson, Middleburgh, N. Y., some nights ago, but were frightened away before they secured anything.

C. L. Rost, jeweler, Crawfordsville, Ind., has rented a room in the Crawford block and will move into it shortly. e when refinished, the finest business room in the city.

The jewelry store of P. M. Tilghman, Crisfield, Md., was entered by burglars a few nights ago and jewelry and money to the amount of \$150 taken. There is no clue to the thieves.

The stock of Bean Brothers, dealers in jewelry and stationery, Ironwood, Mich., was levied on Jan. 21 by the sheriff. The firm expect to be able to adjust matters with their creditors.

The American Waltham Watch Co. will close their factory on the last four days of the current month for stock taking. President Fitch says that last year was one of the worst in the history of the watch trade all over the world, but that he is anticipating better conditions for 1895.

C. C. Sigler, jeweler and watch case manufacturer, Cleveland, O., was fined \$100 in police court Jan. 21 for violating the smoke ordinance. He made a motion for a new trial. This was overruled and the sentence imposed. Five days were given in which to file a bill of exceptions.

The Manhattan Silver Plate Co., Lyons, N. Y., have elected officers for the ensuing year. G. W. Hill, formerly secretary of the corporation, was elected adviser to the president and secretary. The board of directors met Monday evening, Jan. 21, and declared a dividend of 10 per cent. upon the capital stock of \$75,000.

The jewelry store of W. A. Allen & Co., DeLand, Fla., was recently burglarized. An entrance was made through a ventilator. Leading from the basement of the post office in the same building, there is an open stairway into a hall upon which a rear door of the jewelry store opens. The burglar sawed a hole in the rear door just above the lock, reached his hand through and turned the key. The haul was not a very rich one considering the stock that was at his mercy. Perhaps a dozen watches in the repairing department, belonging to customers, were taken.

W. H. SCHWARTZ & CO.
MANUFACTURERS OF FINE
JEWELRY
AND
NOVELTIES
IN GOLD AND SILVER.
355 Mulberry Street.
Newark, N. J.

365 DAYS AHEAD OF THEM ALL.
Apply at Once for Catalogue and
BEATING BICYCLES
FACTORY, HOLYOKE, MASS.
SEE THAT CURVE
AGENCY FOR

Jewelers make good agents and get more profit on one bicycle than on six average watch sales.

Haberle Bros., Denver, Col., have assigned.

D. M. Hensley, Decatur, Ind., has given a mortgage for \$2,500.

Harry Gage has closed out his jewelry business in York, N. Y.

The store of L. A. Kimball, Stanbury, Mo., has been burned out.

J. A. Hertle, Buffalo, N. Y., has a judgment against him for \$278.

Mithvin Bros., Temple, Tex., have been succeeded by J. T. Anderson.

B. C. Mansfield, Grand Haven, Mich., has given a mortgage for \$700.

The Winnipeg Jewelry Co., Winnipeg, Man., suffered through a fire, Jan. 24.

G. H. May, Burlington, N. J., has opened a jewelry store in Washington, D. C.

Attorney J. J. Sullivan has qualified as assignee of Charles W. Collings, Niles, O.

Charles Morse, Colebrook, N. H., is settling with his creditors, at 25 cents on the dollar.

The late firm of C. N. Fleager, Georgetown, Tex., will now be known as C. N. Fleager & Co.

Claude Smith, who has been in the jewelry business in Buffalo, N. Y., has sold out there and will go east.

Gus Hooben, Taunton, Mass., refutes the report published last week that he intends to retire from business.

J. M. Phillips, jeweler, Portland, Ind., has moved into his new room, formerly occupied by Denney Bros.

W. A. Johnson, Danielsonville, Conn., who changed his location about a year ago, has re-occupied his old store.

A. Boyer and O. Walters have started a new silver and nickel plating establishment at 949 Hamilton St., Allentown, Pa.

Melvin Harley, of Benjamin Martin's jewelry store, Logansport, Ind., has gone to Chicago, where he will take a course in a school of engraving.

William Herzberg, Pottsville, Pa., is disposing of his varied stock of jewelry, etc., as he has to remove from his present location before April 1st.

Ellwood K. Bean, now with jeweler D. H. Krause, North Wales, Pa., has just bought out the jewelry store of H. B. Schanely, Lansdale, Pa.

The store occupied by E. F. Bennett, New Britain, Conn., who disposed of his stock at auction, will be opened about Feb. 1, by a former clerk in the establishment.

Pittsburgh.

Jacob Grafner went west last week on a selling trip.

I. Ollendorf has disposed of real estate in Allegheny for \$8,000.

Maurice J. Baer is going east to tour the New England States on Feb. 1.

Samuel Weinhaus is contemplating a trip across the Atlantic about June 1st.

Grafner Bros. have taken their jewelry department out of Solomon & Ruben's department store.

Biggard & Wolfe, 113 Smithfield St., will take up quarters in the Monongahela House building on April 1.

R. Siedle & Sons are making alterations in their store by building a gallery in the rear of the room for more floor space.

J. C. Vincent, jewelers' auctioneer, has returned from Salem, O., where he has been selling out the stock of Max Bernstein.

Theo. Kaufman, buyer for Kaufman Bros., sails shortly on a month's European trip. He will import jewelry and art goods.

Max Loebnitz, representing the Dueber-Hampden Co., Canton, O., spent several days in the city last week, and spoke favorably of the change in Pittsburgh trade.

Among jewelers who visited the city last week were: Geo. V. Brady, Washington, Pa.; H. C. Morfison, Mt. Pleasant; C. Kennerdell, Freeport; and John Linnenbrink, Rochester, Pa.

Simon Stern, who victimized jewelers by the bogus check dodge, was recently located in Baltimore and brought to this city. Roberts, the other swindler, was captured, brought here, and railroaded through his trial, and a sentence of two years imposed upon him.

Columbus.

G. Guggenheim, of Buffalo, N. Y., reached the city Saturday on his customary rounds. The sidewalks were very icy and Mr. Guggenheim fell, breaking his leg. He was at once taken care of by friends here and is at present at the Protestant Hospital.

The stockholders of the New Columbus Watch Co. at their annual meeting Thursday afternoon elected the following board of directors: J. B. Schueller, Fred Lazarus, Ralph Lazarus, C. T. Pfaff, William Reel, Charles A. Klie and W. W. Owen. The board of directors re-elected Charles A. Klie president and treasurer, J. B. Schueller, vice-president, and William Reel, secretary and general manager. The prospects for the new company are very encouraging.

F. F. Bonnet was the victim of a schemer who attempted to swindle him out of a fine gold watch last week. The man, after selecting a watch valued at between \$150 and \$200, left word that the works should be adjusted and that he would call again, which he did. The watch was for his father, who was at the Neil House, and he asked that one of the clerks might go with him to deliver the timepiece. When they arrived at the hotel the swindler said his father was in the bath room, and rather than delay the clerk he would show his father the watch, and if it suited him the clerk would be paid the price at once. He took the watch, and when the clerk got tired waiting and went to the adjoining room, he found it empty. The man has been arrested but the watch has not been turned in yet. The young man gave his name as Harry Hamilton, New York.

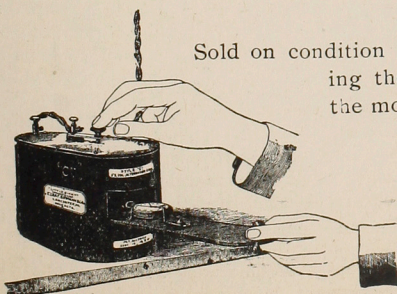
George M. Baker, the energetic and well known refiner of Providence, R. I., has all facilities for every detail of his business right on the premises. No smelting is put out to be done at second hand. Mr. Baker's improved smelting furnace, operated under his own eye, gives his customers assurance that work entrusted to him will receive the very best personal care and attention with the very natural sequence of the best returns.

PERFECTION IN DEMAGNETIZERS.

"THE LITTLE GIANT." (PATENT ALLOWED).

ONE OF THE WONDERS OF THE AGE.

Sold on condition that if it fails to demagnetize the worst case of a magnetized watch by following the directions (which are so simple that a child can operate it), we will refund the money paid for it on return of the machine to us.



Style "A" for 110 volts, direct current,	-	-	\$25.00
" "B" " 110 " alternating current,	-	-	20.00
" "C" " 52 " " " "	-	-	15.00

Less 6 per cent 10 days, 5 per cent. 30 days.

SOLD BY JOBBERS AT ABOVE PRICES.

EZRA F. BOWMAN & CO., Lancaster, Pa., SOLE MANUFACTURERS AND SELLING AGENTS.

Connecticut.

E. F. Bennett, New Britain, closed a successful auction sale recently.

A jewelry and music store will be opened in Rogers' block on Main St., in New Britain, shortly.

Scoville Hitchcock, Southington, has settled with his creditors and resumed business.

S. H. Kirby, New Haven, has been elected a director of the New Haven Retail Merchants' Association.

E. S. Stevens, vice-president and manager of the Eagle Sterling Co., was in New York on a business trip last week.

An assignee's sale of watches, jewelry, diamonds, silverware, etc., is in progress at 218 Asylum St., Hartford.

Jeweler Frederick L. Hartenstein, Rockville, expects to leave for Salt Lake City this week, in search of health.

The board of directors of the Southington Cutlery Co., Southington, met Jan. 22d, and declared a dividend of two per cent.

The Derby Silver Co.'s works, Birming-

ham, started Jan. 21st, to run full handed for six days per week, nine hours per day.

Joseph P. Smith, for many years identified with the Williams Bros. Mfg. Co., Naubuc, has engaged as a foreman with C. Rogers & Bros., Meriden.

George W. Taylor, who has been employed at the Maltby, Stevens & Curtiss Co., Wallingford, as die sinker, has gone to Providence, R. I., where he has accepted a similar position with the J. B. & S. M. Knowles Co.

The Upson Jewelry Co., Waterbury, have secured a home in an excellent location, that now occupied by the Apothecaries Hall Co., one of the most central stores in the city. They will take possession of their new headquarters about April 1.

The Waterbury Watch Co. at their annual meeting Wednesday afternoon, Jan. 23d, re-elected the following directors: A. S. Chase, Israel Holmes, H. W. Scovill, P. B. Burnham, A. O. Jennings, E. L. Frisbie, Jr., W. H. Hungerford. The directors chose these officers: President, A. S. Chase; treasurer, E. L. Frisbie, Jr.; secretary, A. O. Jennings.

The Silver City Plate Co., Meriden, are the newest industry bidding for trade in the britannia line. They are not touching the flatware business, but will compete for a share of the hollowware trade. The company started on S. Colony St. last Fall and have recently taken quarters on Veteran St. Henry Felix, who formerly worked in the stock room of the Britannia Co.'s shop, and who left ten years ago for Canada, to take charge of the burnishing department of the Toronto Silver Plate Co., is associated with three other gentlemen in the venture.

At the annual meeting of the Rogers Cutlery Co., Hartford, Jan. 23d, the following board of directors were elected: Wm. H. Watrous, Scott Watrous, George H. Wilcox, D. B. Hamilton. The officers elected were: William H. Watrous, president and treasurer; George W. Watrous, secretary. A cash dividend of 25 per cent. was paid out of the earnings of the past year. At the annual meeting of the William Rogers Mfg. Co. the following were elected: Directors, William H. Watrous, George H. Wilcox, George W. Watrous, D. B. Hamilton; officers, president and treasurer, William H. Watrous, secretary, George W. Watrous. A cash dividend of 25 per cent. was paid out of the earnings of the year.

BYRON L. STRASBURGER & Co.,

IMPORTERS OF WATCHES
AND MAKERS OF
FINE DIAMOND JEWELRY,

HAVE REMOVED TO

17 MAIDEN LANE, NEW YORK.

1895 NOVELTIES.

"SMART"

"ORIGINAL."

BACHRACH & FREEDMAN,

SILVERSMITHS,

Masonic Temple, CHICAGO.



1-3 UNION SQUARE,
NEW YORK.

230 KEARNEY STREET,
SAN FRANCISCO.

At 5 o'clock the morning of the 22d inst., the McAvoy residence, 2321 Calumet Ave., Chicago, the home of Moses Goldsmith, was totally destroyed by fire. Smoke pouring into the rooms awakened the family and they sought safety in immediate flight, leaving behind all their personal property, which was a total loss. Mr. Goldsmith, who is the senior member of Goldsmith Bros., refiners, seemed a happy man though, when seen by THE CIRCULAR representative the next day. The reason was that on the evening of the 22d Mrs. Goldsmith presented him with a lusty 10 lb. baby boy, and mother and child were getting on nicely. A coincidence to this was the birth to Mr. and Mrs. Simon Goldsmith on the 20th inst., of their first born—a healthy boy, the two births dating within 48 hours of each other. Simon Goldsmith is the junior member of the firm. It was an interesting week in the Goldsmith households.

The "Restless and Sleepless" standard price-list for the year 1895, just issued by B. F. Norris, Alister & Co., is a work of some 720 pages, brimfull of good things the jeweler should know, and contains a number of things new to books of the kind. Specially attractive are the numerous colored plates, showing original packages and their labels in colors true to the original, which gives a value to the work not to be given in "black and white." The work is nicely bound in cream cloth, with black inscription on front cover, and a postal card addressed to the firm will bring it to you if you are a legitimate jeweler.

Letters to The Editor.

THE MEETING OF THE MASSACHUSETTS' RETAILERS FROM ANOTHER POINT OF VIEW.

MEDFORD, Mass., Jan. 26, 1895.

Editor of THE JEWELLERS' CIRCULAR:

DEAR SIR: The report you give of the Massachusetts jewelers' meeting held in Boston, Jan. 17, savors more of the interest of the National Association than I think it should, and I would like the privilege of a few words through the columns of your paper.

There are a few things the Massachusetts jewelers should think of and consider well before any affiliation is made with the so-called "National Association." By intrigue a temporary chairman was elected, in the absence of Mr. Wood, who is an ex-newspaper man employed by a Boston firm as advertising manager, etc., and by no means a "jeweler," whose arbitrary rulings and insults given the organizer, Mr. Dexter, made anything but an agreeable impression; also when he called for some one to take the chair temporarily, and the temerity of an officer of the National Association in assuming the chair, showing conclusively that honorable methods were not present in the opposition—the National Association.

The presence of Mr. Goodman uninvited and unannounced must cause the thinking men of the craft to consider the conception of meaner tactics by the National difficult to imagine. After some discussion Mr. Goodman was allowed to state the benefits the Massachusetts jeweler could derive from its connection with him and his association, but after he had talked some few minutes and not touched the subject on which he was to speak and when reminded of his subject

was indignant: his publication gives as much information on this subject as he gave before the meeting—nothing.

Mr. Dexter seems to be condemned by the National Association because he honorably says he derives his expense money from John C. Dueber, while Mr. Goodman says he enjoys the honor of traveling by "private subscription."

I hope that the Massachusetts craft may enjoy the honor of an Association of its own; surely one could do no less for the trade than the work shown by the National Association. Very truly yours,

EDW. W. MITCHELL.

Philadelphia.

George Kite, of the Quaker City Watch Co., has returned to business after a severe illness.

Simon Muhr, who has been quite ill at his home, 1936 Arch St., from nervous prostration, is improving.

Chas. H. O'Bryon, Chas. P. Sutton and James D. Hughes were guests at the recent Manufacturers' Club reception.

The principal creditors of Gustav Yeager, whose failure was announced in last week's CIRCULAR, are M. Sickles & Sons, to the extent of about \$1,000.

John C. Dueber, of the Dueber-Hampden Co., Canton, O., and his business manager, W. A. Moore, paid a visit to the Philadelphia agency, recently.

Among the salesmen in Philadelphia the past week were: Leo Henle, Sussfeld, Lorsch & Co.; Mr. Crane, Mandeville, Carrow & Crane, and A. M. Leibmans, E. P. Reichhelm & Co.

On trial last week in Common Pleas was the case of E. Aug. Neresheimer & Co.,

New York, against the Keystone Watch Case Co., on a feigned issue to determine the ownership of diamonds and jewelry valued at \$8,000.

The colored thief who stole a watch from Mr. Jackemite's store, 1221 N. 10th St., has been captured and committed for trial. His name is John Parker, and he was arrested on a description furnished to the police. He was also identified by Mrs. and Miss Jackemite.

On Saturday the Hendry Cutlery Co., Limited, made an assignment for the benefit of creditors to Charles Cobb Van Riper. The instrument is dated Jan. 24, and is signed by John G. Wightman, chairman, and W. S. Emerson, secretary. No real estate is conveyed.

Alfred G. Schmidt, surviving partner of the firm of P. S. Schmidt & Sons, 625 Poplar St., made an assignment last week for the benefit of creditors, to Harry S. Greenwald. The deed conveys a two-story brick house on Poplar St. west of Marshall, but the amount involved is not large.

The appraisers appointed by Common Pleas Court, No. 1 to make an inventory of the estate of John G. Rosengarten, Elmer F. Pfersick and Wm. M. Ettinger, trading as J. G. Rosengarten & Co. and George J. Dekner & Co., have filed their report, in which they value the assets at \$1,940.20.

Out-of-town buyers here during the past week included: Mr. Funk, of Stoll & Funk, Lebanon, Pa.; E. P. Zane, Christiania, Pa.; L. H. Bewley, Atlantic City, N. J.; J. E. Reidenbach, Riverton, N. J.; Garnet Mertz, Mahanoy City, Pa.; Robert Steel, Hammononton, N. J.; J. Schlieter, Limerick, Pa.; Harold A. Fitch, of Lemend & Fitch, Salisbury, Md., and George P. Press, Oxford, Pa.

HEADQUARTERS FOR
WATCH CASE MATERIALS.

Articles manufactured by the
NEWARK WATCH CASE MATERIAL CO.
19 Ward St. Newark, N.J.

QUALITY GUARANTEED.

WRITE FOR PRICES.

Some Fine Work of B. & W. B. Smith.

THERE is no firm of show case manufacturers in the world who have produced finer work than B. & W. B. Smith, 220 W. 29th St., New York. Their advertisement in this week's issue of THE CIRCULAR shows some fine store fittings, as well as some specimens of fine cases fitted at the corners without wood or metal, this class of work being a special feature with B. & W. B. Smith.

This firm are just finishing a large contract for the Metropolitan Museum of Art, New York, which includes cases for the Jessup Wood Collection in the new wing; two cases are the largest bent wall cases ever made, being 30 feet in a half circle. The glass of the case which contains the Courier group measures 144x100 inches. The view in the firm's advertisement gives but a faint idea of the work as it appears in the Museum, as the case is the largest in

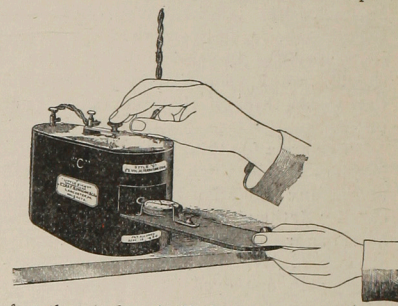
the world, being 32 feet long, 16 feet wide and 16 feet high. It has four lights of glass and the roof weighs 3,000 pounds. This case contains a group of moose and buffalo, life size.

At the showrooms of B. & W. B. Smith there are on exhibition specimens of their work, to inspect which parties interested are always welcome.

The "Little Giant" Demagnetizer.

THE prevalence of magnetism in watches is almost as fatal to the good performance of the watch as consumption is to the human system. The many inquiries Ezra F. Bowman & Co., Lancaster, Pa., have received in the last year for a good demagnetizer, and the large number of watches which have been sent them for demagnetization have led the firm to look thoroughly into the subject of eradicating the magnetism from the watch in the most

efficacious manner. The illustration herewith shows the Little Giant Demagnetizer, on which a patent was allowed Sept. 13th, 1894. The operation of demagnetizing watches with this machine is so simple that a child can operate it. The result is so per-



fect that it has baffled expert electricians. To meet the demands of the different currents furnished by the electric power companies these are made in three sizes. Style A is for the direct current of 100 to 120 volts; style B is made for the alternating current of 110 volts, and style C for a resistance of 52 volts alternating current. Ezra F. Bowman & Co., Lancaster, Pa., are the sole agents for these machines and they will cheerfully give prices and any further information in reference to the same.

Indianapolis.

Louis Kiefer has just returned from a visit to his orange and pine-apple groves in Florida.

Horace A. Comstock has taken his dog and gun and left for a hunt in the Tennessee mountains.

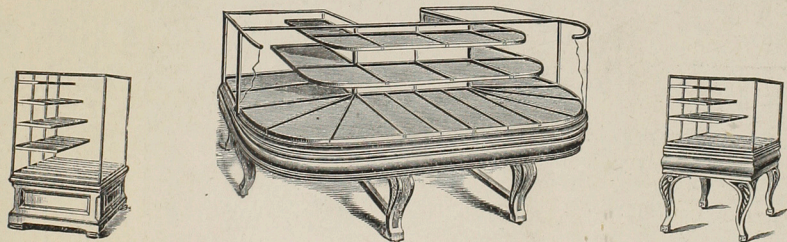
Jan. 10th, 1895, J. E. Reagan was admitted as a member of the firm of Baldwin, Miller & Co. The firm name remains the same.

Travelers for the wholesale dealers are busy preparing their new lines for the Spring trade. February 1st will see them all on the road.

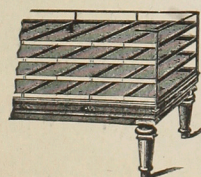
The Indianapolis jobbers have received invitations to the Eleventh Annual Meeting of the National Association of Jobbers in American Watches, to be held Jan. 29th in New York.

Some State jewelers in town last week were: E. M. Wilhite, Danville; J. W. Hudson, Fortville; Woodruff, Edinburg; L. J. Small, Carmel; T. F. Cahill, Spencer; A. Hawkins, Noblesville; W. A. Pilkenton, McCordsville; C. Alford, Arlington; Geo. A. Fletcher, Carthage.

Last week Indianapolis was visited by the following jewelry representatives: John S. Jepson, Byron L. Strasburger & Co.; John J. Robinson, Holden & Knox Mfg. Co.; Mr. Sherrill, Sinnock & Sherrill; F. B. Lawton, S. B. Champlin & Son; E. M. Blake, Bardon, Blake & Co.; Wilber Pond, E. G. Webster & Son; John Lamb, T. I. Smith & Co.; Abel King, I. Emrich & Co.; E. A. Tyler, Ansonia Clock Co.; David Swartz, Nicholas Muller's Son & Co.

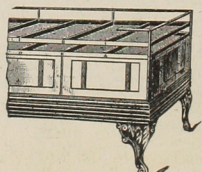


NOW is the time to act in fitting up your store for the Spring trade. The advantages of the **FLETCHER PATENT SYSTEM** of trays, in saving of room, speed and attractiveness, also the various appliances in store fittings made by the **FLETCHER MFG. CO.** to facilitate business should be born in mind **NOW**



THE FLETCHER MFG. CO.,
259 WEST 27th STREET,
NEW YORK CITY.

NEW CREATIONS THIS SEASON.
SEND FOR CATALOGUE.



The J. B. & S. M. Knowles Co.'s New Building.

PROVIDENCE, R. I., Jan. 25.—J. B. & S. M. Knowles Co., located for over a quarter of a century at 95 Pine St., are now comfortably established in the handsome modern structure on Sabin St., known as the

passes into the general offices, handsomely paneled in quartered oak and selected ash on both walls and ceilings. Private offices cosily and artistically fitted up occupy the righthand side, while at the back are the counters and a handsome display case. A packing room and toilet rooms with all

A staircase in the center of the floor furnishes easy access to the floor above. Here are located the stock room, designer's room, foreman's quarters, die cutters' room, etc., all well placed along the Sabin St. front. The rest of the floor is devoted to the finishing and polishing department and other factory accessories. The same conveniences for the workmen found on the lower floor are also on this floor. All the fitting has been done by men of skill and experience in their lines and no details enhancing facility of production and the comfort of the workmen have been neglected. The firm's idea in moving, which was imperatively necessary owing to lack of room, etc., was that if they must move, their new quarters would at least be as perfect as their experience since 1852 would enable them to have. That they have succeeded it needs but a visit at the new Sabin St. shop to see.

All details, such as stock safes, safes for finished goods, furnaces, modern machinery and the thousand and one things that go to make a perfect shop are here, and dealers who have found the J. B. & S. M. Knowles Co.'s wares to be popular, artistic and salable, will hereafter find them even better if that be possible.



THE NEW FACTORY OF THE J. B. & S. M. KNOWLES CO.

Talcott building. In this building the company have greatly superior facilities for the production of their excellent and popular goods which have placed the name of this house among those of the foremost silver-smiths in this country.

A glance through the firm's new offices and shops will be of interest. These occupy the two lower floors of the building. On entering from the street the visitor

other necessary modern office conveniences are all to be found, judiciously disposed.

In the rear of this floor is placed the heavier machinery, specially noticeable among which are modern drops solidly bedded in a granite and concrete foundation and which will produce die work equal if not superior to the finest. There are all conveniences for the workmen in the shape of cloak rooms, lockers, toilet rooms, etc.

A Complete Establishment

MEANS

PERFECT WORK

In every detail of

ASSAYING, REFINING AND SMELTING.

The proof that mine is such lies in the prompt and satisfactory returns invariably given all my customers. ARE YOU ONE?

HIGHEST MARKET RATES FOR OLD GOLD AND SILVER.

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GOLD AND SILVER MOUNTED CANES, UMBRELLAS & NOVELTIES.

RICH AMERICAN CUT GLASS, SILVER MOUNTED.

248 WEST 23D STREET,**NEW YORK.****As to "The Father of the American
Watchmaking Industry."**

In the following letter addressed to the editor of the *Boston Globe*, Edward Howard says that the late A. L. Dennison never claimed the sole title to "Father of the American Watchmaking Industry":

To the Editor of The Globe:

In several of the papers in this city and vicinity, about Jan. 11 I saw notices of the death of Aaron L. Dennison, "The Father of American Watchmaking," so-called, with a short history of his life, and, as there was some inaccuracy in the statements, particularly in the claim of being the "father of American watchmaking," I take the liberty of making some corrections.

I never tried, as stated, to get Mr. Dennison interested in the manufacture of locomotives, but the firm of Howard & Davis were then considering that matter, and my mentioning it to Mr. Dennison caused him to speak to me on the subject of watchmaking, and I being a clockmaker, the subject was readily taken up and talked over frequently for several months.

Finally, in 1850, Mr. Samuel Curtis, of Boston, was induced to invest \$20,000 in the project, that being thought sufficient to establish the business. A two-story brick building, 100 feet long and 25 feet wide, was then erected in Roxbury, Mass., and work at once commenced under the name of the American Horological Company, comprising Howard & Davis, Samuel Curtis and A. L. Dennison.

It was not many months before the \$20,000 put in by Mr. Curtis was all expended, and \$20,000 was then put in by Howard & Davis. In the meantime the name of the company had been changed to the Warren Mfg. Co., and soon after to the Boston Watch Co., which name was retained until the company's property in Waltham was sold in 1857.

After working in Roxbury for more than three years, the company built a factory in Waltham, and moved there in 1854. There was only one financial failure, and that was in 1857, but it was a wonder to me that it did not fail long before that time, under the wildest kind of mismanagement, for, instead of using \$20,000 as contemplated, \$250,000 had been expended, which made me the busiest man in town, looking after money to fill the gap.

Now, in regard to Mr. A. L. Dennison being the "father of American watchmaking," I do not think he ever made such a claim. He believed watches could be made on the interchangeable plan, but the tools and machines required to bring about that interchangeability, with the necessary accuracy and facility, were not his designs or inventions; that was well known by all the principal workmen in the factory, many of whom are now living, who will confirm that statement.

It is one thing to believe a thing can be done and another to invent suitable machines and tools to do it. I believe people will fly at some time, but that does not make me the father of flying or the machine that is to do the flying.

In regard to the claim of being the "father of American watchmaking," the whole of that claim was persistently made by his brother, Mr. E. W. Dennison, whenever an opportunity offered, and I suppose he really thought he was correct from his standpoint.

To show what Mr. A. L. Dennison thought of the claim of being the "father of American watchmaking" I will quote his own words to me, the last time but one that he visited Boston—the last time I ever saw him—and on the day before he sailed for England. We were in the front part of his brother's store, and in the course of taking leave of each other he said: "I want to say to you, Mr. Howard, that my brother talks altogether too much about what I did to establish the watch business, for I feel that I never should have accomplished it without your aid, both financially and mechanically." The facts are, we were co-workers in that enterprise, and if there were any "fathers" in the case there were two of them.

I do not wish to take any credit from Mr. A. L. Dennison, but I feel it my duty to claim what I surely know belongs to me, that is equal honor and credit in establishing the manufacture of watches in America.

I have only touched on a few points in the great un-

dertaking of creating a new industry of so complicated a nature, with so many different branches of trade, under one roof, with the energy and perseverance necessary to a full success. It would require a large volume to give its history in detail.

Respectfully yours,

EDWARD HOWARD,
Hotel Denmark.

Boston, January 22, 1895.

The Authentic Value of the New Robinson Diamond Mine.

KIMBERLEY, Dec. 22, 1894.—Something has occurred which is causing the De Beers directors much anxiety. In the course of his speech at the annual meeting of the company, Mr. Rhodes, the chairman, expressed the hope that they might not be called upon to buy up any more new diamond mines. The estimation in which De Beers shares have been held has been due to a widespread belief that no rival mines were likely to be found. The Free State has always been held by the experts to have within its boundaries deposits quite as rich as De Beers and Kimberley, but circumstances were against the development of the indications. Now, however, it is clear that a mine has been discovered in the Free State, the mere surface scraping at which has yielded numerous stones of large size, and of a brilliancy and purity with which, it is said, those of Kimberley cannot compare. That its prospects have satisfied the close investigation of J. B. Robinson, one of the three great diamond millionaires, that he has determined to invest largely in it and confer his name upon it may have little significance at a distance. But here it is regarded as a blow at the monopoly of De Beers, which must either buy out the concern at a fancy price or have a disagreeable rival.

You have, of course, heard from time to time much of these new mines, none of which so far have justified their pretensions. But this new Robinson diamond mine is certainly the most important of the new discoveries during the last six years, and one may await developments with interest.

The news of the discovery in Tasmania of stones resembling diamonds has necessarily excited much attention and some concern here, though it has not caused anything approaching a panic among those who regularly deal in diamonds. Australian diamonds have been long known to merchants here, but have never been considered of sufficient importance to attract the attention of buyers to any appreciable extent. They are principally remarkable for their shape, being usually as round as a pebble, and of small size, seldom exceeding one-half karat. Their extreme brittleness renders the task of cutting almost a hopeless one.

It has always been reported that a few karats of Australian diamonds are frequently ingeniously introduced into parcels of South African, but the general average of such parcels must be inferior in order that this remarkable specimen of carbon can escape detection from experts.

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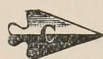
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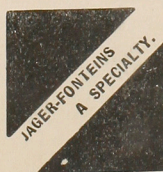
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WESTERN SUPPLEMENT of THE JEWELERS' CIRCULAR

Chicago Office: Room 517, Inter-Ocean Building.

VOL. XXIX.

CHICAGO, WEDNESDAY, JAN. 30, 1895.

No. 27.

Chicago Notes.

J. R. Davidson, manufacturers' agent, formerly with H. Muhr's Sons, is temporarily located with H. Josephs, 155 State St.

At the recent annual meeting of the stockholders of the West Chicago Masonic Association Geo. K. Hazlitt was elected president for the ensuing year.

Chas. F. Willemin, late of H. Muhr's Sons, now with Thomas G. Frothingham & Co., dropped in to visit the Chicago trade the latter part of the past week.

Morgan & Wright's new office building, N. May and Lake Sts., has had Western Union wires run in, in view of installing a system of Self-Winding Clock Co.'s timepieces.

A. F. Smith, formerly buyer for Max Meyer & Bros. Co., Omaha, will open a jobbing business there as the Reichenberger & Smith Co., about Feb. 15th. Mr. Smith bought stock here and will finish up in New York the present week.

The Madson & Buck Co., of Chicago, have incorporated with a capital stock of \$10,000 in single shares of \$100 for the manufacturing and selling of gold and fountain pens, pearl holders, silverware, etc. The promoters are Martin Madson, Fred. A. Buck and Harry T. Wilson.

The Self-Winding Clock Co., third floor Columbus Memorial building, have secured the contract for placing their system of self-winding clocks in the University School building, corner Dearborn and Elm Sts., this city. A sub-master clock will be placed in the main schoolroom, and will connect with four other clocks in different parts of the building.

The quarters at 63-65 Washington St. occupied by the Holmes & Edwards Silver Co. and the Manhattan Silver Plate Co. are undergoing an entire re-arrangement and re-decoration throughout. Twenty-five incandescent lights are being added and the World's Fair case of the Manhattan Co., filled with the latest in patterns and designs, will be prominently placed.

The Geneva Optical Co. have sold their downstairs business, including the photographic and microscope departments, to the Treleven Optical Co., 82 State St. There will be no change in the Geneva Optical Co.'s wholesale business. Henry Burk, formerly in charge of these departments, will go to the Treleven Co. An increased business from the first of the year is the report of the Geneva Optical Co.

A. C. Smith, president of the A. C. Smith Watch Co., has been visiting Chicago jobbers the past week with a view of putting more push into Paillard non-magnetic watches for the coming year. The development of the practical use of electricity in the west has resulted in largely increased demand for the Paillard watch. Western watchmakers are fast falling into line in the belief that a reliable non-magnetic watch is a growing necessity.

During the heavy wind storm of Monday, Jan. 21, the great semi-circular window in the salesrooms of M. S. Fleishman & Co., Masonic Temple, blew in, badly cutting W. I. Goodfellow, a salesman, about the head and hands and scattering broken glass throughout the room. The glass door leading out onto the rotunda was also smashed by the wind. Mr. Goodfellow was sitting close up to the window that was blown in, and it was owing to this nearness that he was not more seriously injured. A boarded-up window and the necessary use of electric lights in the day time were the only inconveniences the firm suffered.

Fred. L. Gregory, of the Garden City block, northwest corner Randolph St. and Fifth Ave., was issued a patent Jan. 2 for a self-winding clock that contains no spring, but whose motive power is given by the rising and falling of a weight. The magnets are placed below the clock body with curved armatures, that make a contact once in six minutes. Extending from the armatures is a lever about four inches long, at the end of which is a small weight. Just before contact the lever is in a horizontal position. When contact is made the weight end of the lever is raised to an angle of

about 45 degrees, which, in gradually falling to the horizontal position, again furnishes the motive power for running the clock. A synchronizer by Mr. Gregory is not yet patented, and no information regarding it is obtainable.

At a special meeting of the American Horological Society, Jan. 20, called to take action on the death of Aaron L. Dennison, the following resolutions were unanimously adopted:

Whereas, Divine Providence, in its infinite wisdom, has called from this life a gifted and highly respected member of this Society; and

Whereas, His associates in this Society, in which he was so eminently known and respected, have assembled to do honor to his memory and place on record this memorial of their esteem and friendship; therefore, be it

Resolved, That in the death of Aaron L. Dennison his family have lost a devoted husband and father and the American Horological Society a craftsman and inventor of rare genius and skill; and that we sincerely lament the loss of a craftsman so upright in all the relations of life.

Resolved, That we extend to the family of our deceased friend and fellow member our tenderest sympathies, and that copies of this resolution be presented to them.

The Swedish Watchmakers' Society of Chicago gave a masquerade at Phoenix Hall, 324 E. Division St., Jan. 19, when 12 prizes were given for best and odd costumes. The special prize for character costume, a fine gold watch, Waltham "Vanguard" movement and Crescent case, was won by Mrs. Emma Hasselbom. Other prizes distributed were a gent's gold watch to John Ohlson, silver cigar stand to E. Lagerquist, gold roll-plate chain to Mrs. Gunderson, silver card receiver to Mrs. A. W. Johnson, solitaire diamond ring to Mrs. L. W. Lintz, diamond and turquoise set gold ring to Miss Lettie Lundvall, pearl opera glass to Miss Anna Swanson, silver cake basket to Miss Sophia Shoberg and Miss Nilson, duplicate characters, sugar bowl and spoon holder to Miss Mary Sederblad, cologne bottle to Miss Ella Holm, and Mr. Edwin Johnson walked off with one of the ladies' prizes, a silver pin tray, for his character of the merry fisher maiden. The Society cleared about \$200, which will be placed in the sick benefit fund of the organization.

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Garters—Silver.
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Locketts and Charms—Gold.
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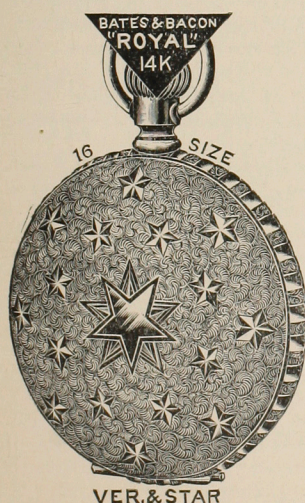
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N. Y. OFFICE:
11 JOHN STREET.

Kansas City.

V. G. Cuthbert left for Chicago the last of the week.

Geo. Schafer, the mortgagee of Barney Metzger's jewelry stock, has opened up for business in the Grand Ave. store.

M. F. Barger, formerly with Woodstock, Hoefer & Co., was in town all the past week, but has returned to Chicago.

The following country jewelers were in town the past week: E. R. Matters, Neosha, Mo.; O. Kolstad, Pleasant Hill, Mo.; and H. W. W. Stalker, Junction City, Kan.

D. P. Ward, salesman for Woodstock, Hoefer & Co., has just returned from an extended trip. He expects to start out again in a few days.

Jaccard's have just placed in position a new and original idea in a watch rack for repair watches, made of iron and plate glass. It serves a double purpose, protects the watches and makes a fine display.

Detroit.

Eugene Deimel has just issued two handsome calendars to his customers.

Frank Roehm, who has charge of Roehm & Son's watch department, is reported as being convalescent.

S. Friedberg, jeweler, Ann Arbor, Mich., announces that he will dispose of his stock of goods and return to Germany.

E. A. Dayton, of E. A. Dayton & Co., Omaha, Neb., recently passed through here with his wife en route for a visit east.

Frank Lamphere, jeweler, Lansing, Mich., has received the contract for furnishing the sergeant-at-arms and the messenger boys of the Senate with silver badges.

C. C. Thoma, Battle Creek, last week received a telegram from his brother A. W. Thoma, who is a jeweler at Kaukauna, Wis., that he had been burned out, losing everything but his bench. Mr. Thoma was formerly in business in Battle Creek.

Charles Roe, formerly with F. G. Smith & Sons, of this city, was last week visited by a large party of his Detroit friends at Pontiac, Mich., where he recently opened a finely appointed hotel. An elaborate banquet was prepared by Mrs. Roe and the new hostelry was dedicated in a fitting manner.

The finest Masonic temple in the United States was dedicated here last Thursday and as a result a great many strangers were in the city. Among the Michigan jewelers who combined business with pleasure were the following: M. D. Walton, Armada; A. T. Scattergood, Ithaca; J. S. McLachlan, Wyandotte; N. J. Eddy, Portland; George Carhart, Pontiac; M. E. Wooten, Milford; R. E. Gardner, Fowlerville; George Hamilton, South Lyons; E. N. Colby, Ypsilanti; Mr. Stone, of Store & Carpenter, Ypsilanti; Eugene Wagner, of Wagner Bros., Monroe; S. A. Hammond, Novi; William H. Horton, Clarkston; and Mr. Gark, Imlay City. Business so far this year with the retailers and jobbers has been more satisfactory than was expected.

Minneapolis and St. Paul.

A. E. Hall returned from a business trip to Chicago and New York last week.

C. Wahlberg, Minneapolis, has removed from 1115½ Washington Ave. S. to 1223 East Franklin Ave.

T. G. Bonnallie, Cottonwood, Minn., last week sold out his business to B. R. Cowan, who will continue at the old stand.

Out-of-town jewelers visiting Twin Cities the past week were: Lucien Diacon, Chaska, Minn.; Mr. Ingraham, Menominee, Wis.; E. C. Bennett, Pine Island, Minn.

S. H. Clausin, of S. H. Clausin & Co., Minneapolis, who has been spending the past two months in California, accompanied by his wife, returned home last week.

Eastern jobbers and manufacturers represented in the Twin Cities the past week were: The Wm. Rogers Mfg. Co., by A. H. Clinger; L. Combremont, by William Dietz; W. R. Cobb & Co., by W. R. Cobb; The Rockford Silver Plate Co., by Mr. Wells.

The Minneapolis jobbers are getting ready for the coming Spring trade. They are buying new goods with which to stock up their traveling salesmen. Trade at present is very dull, but the near approach of Spring will no doubt stimulate trade throughout the northwest. Clarence Schlieker and J. M. Sinclair, both of S. H. Clausin & Co., started out last week on their first trip this season. Mr. Creveling, of the Reed & de Mars Jewelry Mfg. Co., and Louis Gans, of H. E. Murdock, are getting their trunks ready to start out Feb. 1st.

Louisville.

Joe C. Kowenbergh, with Geo. H. Kettman & Co., is spending a few weeks in Bardstown, Ky.

Three negroes were arrested here for robbing the jewelry store of W. J. Scottour, Frankfort, Ky., of eight watches valued at \$500. The watches were pawned here in various shops and detectives were notified who arrested the three negroes who afterwards confessed that they had broken into the store and taken the watches.

Traveling men in Louisville, last week were: R. A. Butler, John Russell Cutlery Co.; Fred J. Foster, Unger Bros.; G. Hoffman, Ansonia Clock Co.; Thos. H. Ryland, J. B. Bowden & Co.; A. Fisher, Kraus, Kragel & Co.; Jno. S. Jepson, Byron L. Strasberger & Co.; Arthur Totten, Rogers & Bro.; Mr. Tinker for Wm. B. Durgin; M. Goldsmith.

The Mossberg Mfg. Co., Attleboro, Mass., are offering rolling mills of the very latest design which embody several ideas never before introduced in these machines. A new automatic drop press, simple, easy of adjustment and operation, and capable of the rapid production of uniform work is another article which the trade will appreciate. Full descriptive circulars may be had on application, also copies of the firm's new 1895 catalogue, showing many new tools for jewelers and silversmiths.

Cincinnati.

The failure of C. F. Dufeu, Chillicothe, for \$22,000 caught several Cincinnati people.

B. Frankenstein will enter the jobbing arena. He is looking for quarters in the Carew building.

Hilward Aubray Goldberg is the new heir to the house of Samuel Goldberg, of Amberg & Goldberg.

By order of the Court the stock of the assigned Pure Aluminum Co. is offered for sale this week at public auction.

Peter Henry, the well known watch case repairer, is wearing a button with a watch dial face presented to him by Mr. Duncan, of the American Waltham Watch Co.

E. & J. Swigart, importers and dealers in jewelers' supplies, are as busy now as at any time last month. An immense amount of tools and trays has gone out of this house in the past three months.

Harry Walton, of the Wadsworth Watch Case Co., is in the east sending in good orders. The new flat center recently introduced is much admired. The No. 6 size is especially in much demand. Many new designs have been brought out this year.

A man entered Anthony Wahl's jewelry store at 8th and Carr Sts. and asked to see some watches. While examining from a tray displayed, the proprietor turned to bring out some more, when he grabbed three gold watches and ran out. He made his escape.

Bloom & Phillips, manufacturers' selling agents, have added a handsome line of Ferdinand Bing & Co.'s novelties in porcelain, bric-à-brac, bronze, etc. They have also the agency of Deutsch Bros., fine leather specialties, which they sell direct from the factories.

The travelers ready to go out are: Joe Hellebush, of C. Hellebush; John Othi and Wm. Pflueger, of Jos. Noterman & Co.; Eugene Frohmyer, of D. Schroder & Co.; Chas. Rauch, of Stern & Co.; W. Higgins, H. C. Pfaffle, of O. E. Bell & Co.; Chas. Eickhardt, of Albert Bros.; I. Linndorf, of Henry Hahn & Co.

The manufacturers of jewelry, watches, etc., were conspicuous for their absence at the great manufacturers' convention, in Cincinnati last week. Only local manufacturers were present. The Homan Silver Plate Co., Wadsworth Watch Case Co., Jos. Noterman & Co., Gus. Fox & Co., and Michie Bros., were on the register. The object of the gathering was to secure new markets and better legislation.

Wm. Oskamp, of Oskamp, Nolting & Co., as a member of the Cincinnati Board of Trade, was active in pushing the enterprise to a successful issue. The formation of a National Association of Manufacturers gives every manufacturers' association an opportunity for membership to co-operate for these advantages now in motion.

I. Warshawer, wholesale jeweler, 33 Bedford St., Boston, Mass., has assigned, with liabilities about \$20,000 and assets not stated.

San Francisco.

George Greenzweig is in the east for five weeks.

E. C. Marliave, traveler of Phelps & Miller, has departed on a southern trip.

Fred. Davis started north last week for Nordmann Bros. He is the first traveler out.

Fred. Lipman has moved from Kearney St. near California St., to Kearney near Bush Sts.

R. Kocher, of San José, and Frank Lewis, Pleasanton, were in town buying goods recently.

W. H. Crins, ex-president of the Gorham Mfg. Co., of Providence, is in town with his wife and family.

The engagement is announced of Walter P. Treat, with Shreve & Co., and Miss Mamie C. Hayes, a daughter of Thos. R. Hayes.

The Lombard Loan Co. have opened another store on Market St. near 5th St. The Kearney St. store will also be run by the same corporation.

The Lombard Loan Co. have been incorporated with a capital stock of \$200,000 by J. L. Salomon, A. Mendelsohn, Edith Salomon and Moses H. Lichtenstein.

A. Markewitz, who went out of business

last Summer, has returned from the east where he has settled up some property left to him. He is now opening a jewelry store in Kearney near Clay St.

Pacific Coast Notes.

F. B. Spiridon has filed a civil suit in Los Angeles against jeweler A. N. Polymath, to secure an antique bracelet valued at \$50 which was left with Polymath to be repaired and which has not been returned.

A. A. Lazarus, Arcata, Cal., has failed. His total indebtedness is \$3,073.53, and assets including stock and fixtures are only \$650. H. Reilinger, Oakland, is the principal creditor, he holding notes amounting to \$1,838.35.

Herman Welisch recently secured judgment for \$5 against jeweler J. C. Wahlen, San Diego. The latter had decided to leave town and one night not only removed all his stock from his store which adjoined Welisch's but even removed the paper from the partition wall separating the stores. This wonderful act of economy was the cause of the damage suit.

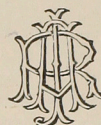
F. C. Chase has been arrested in Spokane, Wash., charged with stealing the contents of a traveling jeweler's trunk. By

mistake E. E. Meyers' trunk was left outside the Union depot at night, and upon being looked for was missing. The next morning it was found where it had been left the day before, but was empty. The crime was traced to Chase. Eight gold watches and a miscellaneous assortment of jewelry were stolen.

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" 2—Microscopes and Accessories.
" 3—Photographic Cameras, Stocks and Supplies.
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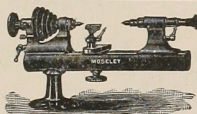
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QUALITY IS THE STANDARD OF VALUE
FOR WHICH WE COMPETE.

"THE MOSELEY."

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

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has length, strength, accuracy.

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Watchmakers' Institute

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Write for New Terms.

G. D. PARSONS, Principal

PARSONS & SCHOOL
—FOR—
WATCHMAKERS,
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Send for Circular and Terms.

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Manufacturer,

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

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DIAMOND CUTTERS and POLISHERS looking for
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FOX BROS. & CO.,

68 and 70 West 4th Street,

CINCINNATI, OHIO.

Trade in Watches With Japan.

WASHINGTON, D. C., Jan. 25.—The Swiss vice-consul at Yokohama, Dr. Paul Ritter, has recently sent an elaborate report on the commerce and industries of Japan to his Government. The following extract will prove of interest to the American watchmaking and jewelry trade:

"Watches.—There has been great excitement among importers and exporters, owing to the projected establishment of a great American watch factory at Yokohama. After several vain efforts made by American speculators to sell the old machines brought over from the United States to Japan by a stock company, for which they had asked 1,000,000 yen, they lately succeeded in selling them to a Japanese stock company, together with a considerable number of unfinished watches. The capital stock of the company is stated to be 300,000 silver yen, of which 150,000 yen have been subscribed by the originators themselves. The factory will be established at Osaka, and I will be able next year to report on its results.

"The Swiss watch industry will not be encroached upon to any extent by this undertaking. As to clocks, hardly any of them

have heretofore been imported from Switzerland, and, as to watches, the Japanese do not like factory-made works. If the Japanese people had been willing to buy such, they could long ago have bought the cheap American factory watches instead of the expensive Swiss, and the following figures will show how little chance the former have to increase their sales in Japan.

"The total imports for 1892 and 1893 were 89,318 watches, worth 431,918 yen, and 103,747 watches, worth 523,126 yen, respectively. The increase in number was 14,429, or about 16 per cent., and the increase in value, 91,298 yen, or about 21 per cent.

"The countries below participated in these figures as follows:

Countries.	1892. Number.	1893. Number.
Switzerland.....	89,447	86,713
France.....	5,751	10,243
United States.....	2,816	2,406
Germany.....	287	3,694
Great Britain.....	9	691
Other countries.....	8
Total.....	89,318	103,747

"From the United States, there were further imported 333 plated or rolled watch

cases and 106 gold cases, and from Switzerland parts of watches worth 9,077 yen, which items were probably required for watches finished in Japan.

"The imports of watches to Japan increased in 1893, as against 1892, by about 16 per cent. in number, and about 21 per cent. in value. The increase in value is not due to the importation of higher-priced watches, but to the advanced rate of exchange in the second half of 1893."

Jeweler W. U. Watson and Wife Charged With Fraud.

BUFFALO, N. Y., Jan. 23.—In the county court Hattie E. Watson has begun an action against William U. Watson and others to foreclose a \$1,200 mortgage on property on the east side of Richmond Ave., 132 feet north of Lexington Ave. William H., E. Fen and Edwin H. Gardner are named as defendants, they claiming to have a lien on the premises. In their answer to the proceedings they make a charge of dishonesty against Mr. Watson. Watson is the jeweler at 289 Main St. The plaintiff is his wife. The Gardners claimed they contracted with Watson to construct the house on the Richmond Ave. property and say they were to receive \$3,564. They declare that \$955.73 is still due them.

The mortgage in question was executed Jan. 23, 1894. The Gardners charge that at that time Watson was the owner of \$10,000 worth of jewelry stock, that he was indebted for that amount and confessed judgment for \$5,000 in favor of certain creditors. The Gardners charge that these creditors and the Watsons entered into a scheme to prevent Watson from being dispossessed of his jewelry store. They also allege that part of the scheme was the execution of the \$1,200 mortgage, and they ask that it be declared null and void and that the premises be foreclosed to satisfy their lien.

In his answer Mr. Watson denies that anything wrong or dishonest has occurred, and says he can prove it.

Fire broke out about 8 o'clock on the night of Jan. 13, in the basement of the Green-Smith Co.'s jewelry store, 713-715 16th St., Denver, Col. The flames were confined by the department to where they originated, but smoke and water did considerable damage to the stock on the floor above. The loss will be about \$1,000.

\$3.00 FORMERLY \$6.00

Ivory and Enamel Miniatures
Best Workmanship.



Original Inventor and Patentee of
Miniatures
—ON—
Gold and Silver.
PATENTED November 12, 1889

LEON FAVRE. 107 EAST 26TH STREET, NEW YORK.

MATHEY BROS., MATHEZ & CO.

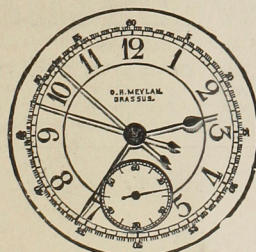
21 & 23 MAIDEN LANE, N. Y.
BRASSUS, SWITZERLAND.

MANUFACTURERS OF
THE SMALLEST,
THE THINNEST,
THE NEATEST AND
THE BEST

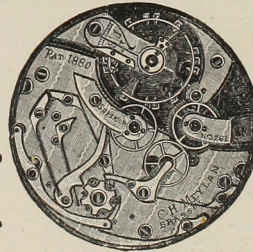
SPLITS.

SOLE AGENTS FOR

JAQUES LECOULTRE • RAZORS.



10 Size.



10 Size.

AIKIN, LAMBERT & CO.,

CHICAGO BRANCH: 103 State Street.

No. 19 MAIDEN LANE, NEW YORK.

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Gold Pens, Holders, Pencils,



Toothpicks and Novelties

MERCANTILE

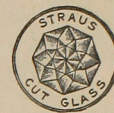
FOUNTAIN PEN.



TRADE MARK.

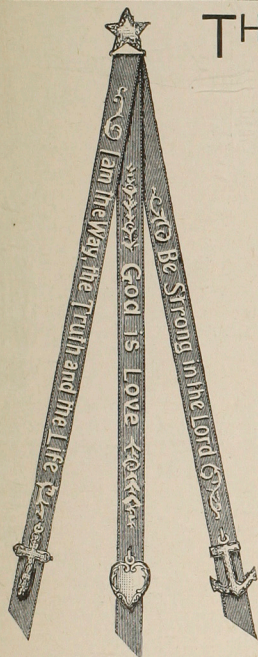
L. STRAUS & SONS,

IMPORTERS AND MANUFACTURERS.



TRADE MARK.

China, Pottery and Glassware, 42, 44, 46 & 48 Warren St. and 116 Chambers St., N. Y.
PARIS, CARLSBAD, RUDOLSTADT, LIMOGES, STEINSCHONAU.



THE LATEST NOVELTY IN BIBLE BOOK-MARKS.

MOUNTED WITH

Sterling Silver or Gold Ornaments,

ON ALL SILK RIBBONS, 3 1-2 INCHES LONG
WITH APPROPRIATE QUOTATIONS**WOVEN IN THE SILK.**

Nine different quotations. Ribbons in the following colors: Purple, black, white and lilac. Can be sold profitably at a popular price. Made only by

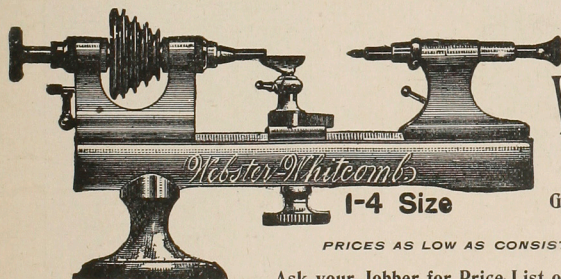
STONE BROTHERS,

535 Broadway,

NEW YORK.

AMERICAN WATCH TOOL CO.

ESTABLISHED 1872.
INCORPORATED 1894.



THE
**Webster-
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GROWS IN POPULARITY.

PRICES AS LOW AS CONSISTENT WITH QUALITY.

Ask your Jobber for Price List of 1895, or write to us at

Stoney-Batter Works, Chymistry Dist., Waltham, Mass.

When you buy
Cut Glass

You want the best!
That which bears our
Trade Mark

Has no superior

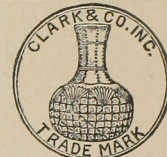
And will prove profitable and satisfactory.

T. B. CLARK & CO., Inc.,

860 Broadway, N. Y.,

Factories, HONESDALE, PA.

N. E. Cor. 17th St. & Broadway.

**Philadelphia College of Horology**

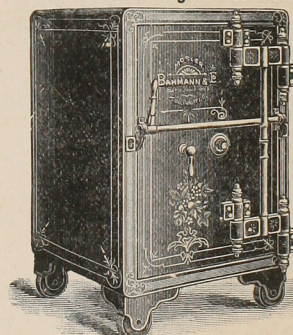
Is not the largest but is the finest school in the country. A practical school to learn watch-making, engraving, and jewelry repairing. One tuition pays for all branches. Send for prospectus.

F. W. SCHULER, PRINCIPAL,
1213 Filbert St., Philadelphia, Pa.

Write for particulars of our corresponding course.

**SAFES FOR JEWELERS.**

MOSLER, BAHMANN & CO., 518 BROADWAY
NEW YORK.
Patent Fire and Burglar Proof Safes.



Large Assortment Always on Hand.

Send for our Representative.
Special Safes to Order.
Jewelers' Safes a Specialty.

IMPORTERS OF
DIAMONDS.

JOBBER IN
Watches, Jewelry, Chains,
NOVELTIES ETC.

Latest Designs. Lowest Prices.

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JEWELRY CO.,**

19 Maiden Lane, New York.

CHICAGO BRANCH 103 STATE ST.

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106 GRAND ST., N. Y.

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Spring, 1895.

ALL THE
NEW STYLES
IN

CLOCKS

ALL THE LATEST
CREATIONS IN

BRONZES

ALL SIZES
AND SHAPES
OF

LAMPS

WITH GLOBES TO MATCH.

ALL THE

NOVELTIES

JUST OUT IN

SÈVRES VASES,

DRESDEN AND

VIENNA GOODS

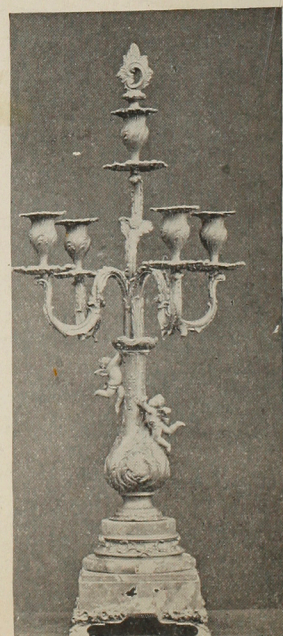
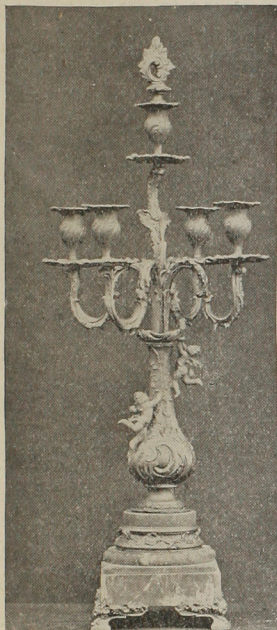
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RUSSIAN SPECIALTIES.

NOW READY FOR
INSPECTION.



New
Furniture
and
Marble
Statuary.





THE TRADE MARKS ON PORCELAIN AND POTTERY.

PART IV.—MARKS ON SEVRES AND AMERICAN KERAMICS—MARKS ON AMERICAN CUT GLASS.

SEVRES ware has borne many marks depending upon the date of manufacture. The collection below shows almost all the principal changes since the date of the first mark, 1745.

Pa. The New York salesrooms are located at 36 Murray St.

Below is the trademark used by that branch of the Pairpoint Mfg. Co., which was formerly the Mt. Washington Glass Co., New

at their showrooms, 42-48 Warren St., New York.

The mark below is known to the trade as belonging to the cut glass of T. B. Clark



SOME MARKS SEEN ON SEVRES.

The mark on Rookwood pottery consists of a unique combination of the letters R



ROOKWOOD.

and P. The manufacturers are the Rookwood Pottery Co., Cincinnati, O.

The foregoing marks and those illustrated in the three preceding numbers of THE CIRCULAR having represented practically all of the principal pottery lines handled by the jewelry trade, the trademarks of the chief American brands of an equally important line, cut glass, are here appended.

TRADE MARKS ON CUT GLASS.

C. Dorflinger & Sons use the cut as the trademark for the cut glassware which they



C. DORFLINGER & SONS.

manufacture at their factory in White Mills,

Bedford, Mass., on their rich cut glass. The ware is to be seen at the company's various salesrooms, 46 Murray St., New York; 224



PAIRPOINT MFG. CO.

Wabash Ave., Chicago, Ill.; 220 Sutter St., San Francisco, Cal.; and Temple building, Montreal, Can.

T. G. Hawkes & Co., Corning, N. Y., use



T. G. HAWKES & CO.

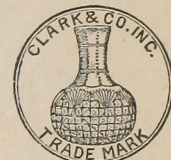
the above mark on the rich cut glass which they manufacture.

This cut identifies the cut glass of L.



L. STRAUS & SONS.

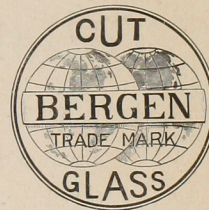
Straus & Sons, the product of their factory in Hoboken, N. J. The ware is displayed



T. B. CLARK & CO.

& Co. (incorporated), Honesdale, Pa., whose wwareooms are at 860 Broadway, New York.

The cut glass of the J. D. Bergen Co. shows the cut below as their trademark. It is



J. D. BERGEN CO.

manufactured at Meriden, Conn. The New York salesrooms are at 42 Murray St.



J. S. O'CONNER.

The cut glass of J. S. O'Conner, whose trademark is here illustrated, is manufactured at Hawley, Pa. The entire product of this factory is controlled by Geo. Borgfeldt & Co., 18, 20 and 22 Washington Place, New York.

Other manufacturers of cut glassware are the Meriden Silver Plate Co., Meriden, Conn., whose New York salesrooms are at 30 E. 14th St. and 133 Wabash Ave., Chicago. This company have not as yet adopted a trademark for their cut glass products.

The Connoisseur.

(Continued from page 75).



A. A. VANTINE & CO.'S TRADE MARK ON ORIENTAL WARES.

The finest of the Oriental Porcelains controlled by A. A. Vantine & Co., 877 Broadway, New York, bear the trade mark of this firm which consists of crossed Chinese and Japanese flags, and Star and Crescent as shown above.

Past Year's English Pottery Trade.

SO far as the pottery trade is concerned the past year cannot be described as of a remarkable character, says the *Pottery Gazette* (London) for January. Although disputes have arisen between employer and employed in other industries, and which have seriously interfered with trade relations, nothing of the kind has happened amongst the Staffordshire potters. The differences that have arisen to the surface have been amicably settled. But whilst congratulating the capitalist and laborer in this respect we cannot but express regret that the selling prices have continued so low and that no steps have been taken by the manufacturers generally to raise the standard of their lists. We have before pointed out that

it is impossible, or at least next to impossible, for the individual manufacturer to raise his prices single-handed. For the welfare of the potting community it is imperative, as it appears to us, that united action should be taken in the matter by the manufacturers, and, if they think it advisable, we see no reason why the operatives should not be taken into their confidence.

So many complaints have been made during the year as to the lowness of selling prices that the question will have to be faced in the earlier months of the year, and the sooner it is looked at squarely the better will it be for all parties concerned. It would appear now to be generally recognized that the present position of affairs is not due solely to the effects of foreign competition, but that it is largely owing to the action of manufacturers themselves in underselling each other. This being the case, the question of raising the standard of the marketable value of ware is much simplified, since the natural deduction is that it rests largely with the manufacturers themselves.

Even under adverse conditions the Staffordshire potter has continued to make progress, and it may be safely asserted that he is in a better condition to meet the demands of the market at the end of the year 1894 than he was at its commencement. The dark clouds which have hovered over the industry have not prevented him from extending his means and powers of production, and this is strikingly observed on a

visit to the potteries. On every hand are observable new factories, or factories in process of construction, whilst old establishments are being enlarged and improved. It may be said that the Factory Acts are responsible for this; well, they may be to a large extent, but we contend that our manufacturers now recognize that many of the old methods of manufacture have become obsolete, and that their factories must be built in a different form than they used to be, if they are to meet the demands which they expect in the future to be made upon them. It is almost universally felt at the present time in the Staffordshire potteries that the demands upon their producing power will rapidly increase, and that it is essential that manufacturers should be in a position to meet them. In other words, the industry, whatever its achievements in the past may have been, is still regarded as but in its infancy. And there would seem to be much reason for this hopeful spirit when we look around upon the world, and the continual expansion of its markets, and remember at the same moment the utilitarian nature of the products of the potter's craft.

Increased facilities have been provided during the past year for the educational advancement of the sons of the potter, and these, so far as we can learn, are most highly appreciated. It has for a number of years been felt that the highest educational advantages should be placed at the command of our sons of toil, and especially

THE JEWELRY TRADE

Will find our stock of Oriental Importations replete with the most advanced novelties in folding and open fans, fine Japanese porcelains for bric-a-brac and table use, Japanese bronzes in statuary and figures, Oriental lamps and hanging lanterns, India and Chinese solid silverware, white metal novelties, and many other lines especially adapted for a high class jeweler's display.

The trade are cordially invited to inspect our wholesale lines.



A. A. Vantine & Co.

LARGEST JAPANESE, CHINESE, TURKISH, PERSIAN, EGYPTIAN, AND INDIA HOUSE IN THE WORLD.

Wholesale: 18, 20 and 22 East 18th St. Retail: 877 and 879 Broadway, N. Y.

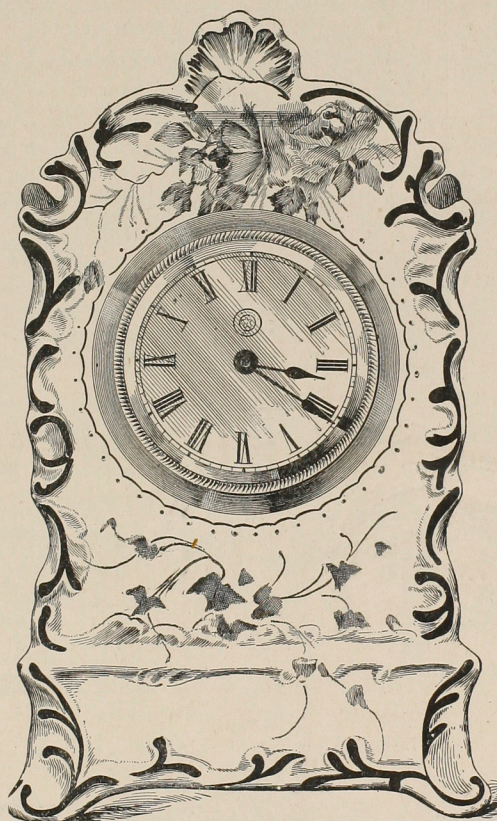
IT PAYS TO IMPORT.

EXAMINE OUR

HIGH CLASS PORCELAINS AND POTTERIES.

Art Novelties. Fine Bric-a-Brac.

CHINA BOUDOIR CLOCKS.



Most Attractive

And Salable Goods ever put on the Market.

Dainty and useful pieces of Bric-a-Brac.

Best American Movements.

Can be retailed at \$2.00 each and upward.

Do not fail to see this line.

New Styles

and Decorations.

"St. Cloud," "Imperial,"
"Monarch," "Carmencita,"
"Majestic," "St. Elmo," "Princess,"
"Savoy," "Pompadour,"
"Mignon," "Gladstone," "Bijou,"
"Fountainblau," "Empire," "Alhambra."

THREE-QUARTERS OF ACTUAL SIZE.

Our large sample collections afford Jewelers and Art Dealers a splendid opportunity to secure the choicest of goods, and unequalled European connections enable us to quote the lowest prices. SUPERB ASSORTMENTS. ACTUAL NOVELTIES.

Every buyer should see our lines of

CLOCKS, BRONZES, MARBLE STATUARY, DRESDEN AND FLORENTINE FURNITURE, RICH CUT GLASSWARE, ETC.

GEO. BORGFELDT & Co.,

18, 20 & 22 WASHINGTON PLACE,

COR. GREENE ST., NEW YORK.

with reference to art, education, and technique. Undoubtedly as the years roll by, we shall see, as we have in the past, the influence which such advantages conferred upon the rising generation have upon the future productions of the ceramic art.

As to the foreign and colonial markets a decrease is observable for the 11 months ending November. In 1893 the total amount of the exports was 1,712,232*l.*, whilst for 1894 they only reached 1,475,555*l.* It must, however, be stated that the exports for the month of November show a very satisfactory increase—the figures being, 1893, 145,790*l.*, and 1894, 161,344*l.* This increase, it must be clearly understood, is largely due to the shipments to the United States, consequent upon the tariff reduction. And whilst mentioning this matter it may be as well to remind the readers of the *Pottery Gazette* of the strenuous exertions which are being made in the States to cause a reimposition of the tariff which has been ceded. We can hardly expect, however, that they will succeed when we remember the severity of the lesson which was taught the American citizen by the existence in "all its glory" (?) of the McKinley Tariff Act. But to resume, trade with Germany continues to increase steadily and also with France. The exports to Brazil are also rising, but trade with the Argentine Republic is scarcely worth recording. A decline is also noticeable in the British East Indian and North American markets.

Queries by Circular Readers.

AUXVASSE, Mo., Jan. 18.

Editor of THE JEWELERS' CIRCULAR:

Is there a law as to how long a jeweler has to keep a watch after repairing it?

JAMES DAVIS.

ANSWER:—As you are a subscriber to THE CIRCULAR we presume you keep the journal on file. If you refer to the issue of Nov. 21, 1894, page 25, you will find among the editorials, one bearing pertinently upon the subject.

NEWARK, N. J., Jan. 10, '95.

Editor of THE JEWELERS' CIRCULAR:

As a subscriber to THE JEWELERS' CIRCULAR I ask you for a little information: 1. Please tell me how much copper is there added to silver to make it sterling? 2. What makes a good hard silver solder? 3. What makes a good easy silver solder?

S. MITCHELL.

ANSWER: Here are two recipes for composing standard or sterling alloy:

1. Fine silver, 18 dwts.; shot copper, 2 dwts.
2. Fine silver, 1 oz.; shot copper, 2 dwts., 6 grains.

As regards solders, some recipes published specify the use of brass; this, however, is an unreliable and unsatisfactory component, because its constituents vary largely at times. It is better, therefore, that the silversmith should add the several constituents composing brass, or separate metals, as in that case he knows what compound he has.

Best Hard:—Fine silver, 16 dwts.; shot copper, 3 dwts. 12 gr.; spelter, 12 grains; or best hard, fine silver, 1 oz.; shot copper, 4 dwts. 9 grs.; spelter, 15 grains.

Easy:—Fine silver, 14 dwts.; shot copper, 4 dwts. 12 grs.; spelter, 1 dwt. 12 grains; or, easy, fine silver, 1 oz.; shot copper, 6 dwts. 12 grs.; spelter, 2 dwts. 4 grains.

By the way, why does Mr. Mitchell not refer to his copy of "Workshop Notes," in which he will, beside the recipes detailed above, find a large number of others from the plenitude of which he can select those best suited to his wants? The subject, "Silver, its alloys, modes of treatment, etc.," is treated at full length in the book, and will be found on page 145, *et seq.* THE CIRCULAR is bold to assert that very few technical books on so comprehensive a plan have ever been issued.

One of the prettiest show windows that Muncie, Ind., has seen was at Klein's jewelry store recently. In the window the name H. C. Klein was made of glass tubes through which red fluid and air continually moved. The air and fluid ran up, down and crosswise, and a person soon became dizzy by close observation of the movements. In the cellar was a large boiler half filled with the fluid and the remainder air. There was an equal pressure on each and alternately a drop of fluid and air was forced into a rubber tube and continued its course through all of the tubes. Armstead Klein had been experimenting on this piece of work for two months.

"MOTHER GOOSE" STICK PINS.

PATENTED NOVEMBER 6 AND DECEMBER 4, 1894.



Bo Peep.



Old Mother Goose.



The Frog that would a wooing go.



Tom the Piper.



Hey diddle diddle, The cat and the fiddle.



Hot Cross Buns, one a penny two a penny.



Little Jack Horner.



Humpty Dumpty.



There was an old woman tossed up in a basket.



Correct in style.
Bound to sell.

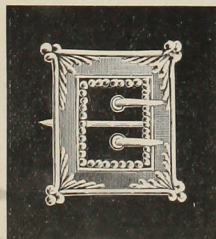
The best selling line of Stick Pins to date.

Elegant in finish
Prices Right.

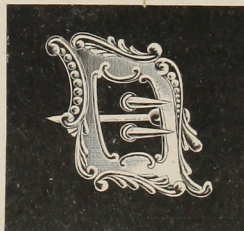


ENAMELED SHIELDS.

The Latest out.
Engraved Silver and Roman finish.
Be sure and see them.



The Newest Fad.
Elegantly Engraved and Enameled.



Beautiful Designs.
Prices that defy Competition.



Finished in Silver and Roman.
Put up in our best style.



SHEPHERD'S CROOKS.

New Designs.
Engraved Silver and Roman finish.
Be sure and see them.

CZARINA BUCKLE COLLARETTES

CZARINA BUCKLE STICK PINS.

The Latest Novelty.

Don't Fail to see them.

GEO. F. GREENE & CO., Manufacturing Jewelers, 111 and 113 Point Street, PROVIDENCE, R. I.

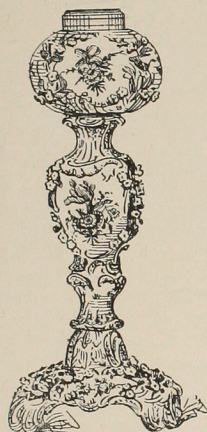
HINRICHS & CO., 29 and 31 Park Place, NEW YORK.

IMPORT AND STOCK

SAMPLES FOR SEASON OF 1895 READY.

Useful and Art Goods for Jewelers.

CHINA LAMPS. ALL SIZES AND PRICES.



ELABORATE line of French China, consisting of Chocolate Pots, Cracker Jars, Salad Bowls, Fancy Trays for Brushes and Combs, Toilet Sets, Picture Frames, Tea-Caddies, Bon-Bons, Chocolate Sets, Etc.

A very large line of A. D. Chocolate, Coffee, Tea, and Bouillon Cups and Saucers in French, Bohemian and German Chinas.

Cut and Engraved Bohemian Glassware in Bowls, Sugars and Creams, Etc.

A number of new lines of Pottery and Bric-a-Brac from England, Austria and Germany.

Tall Bohemian Glass Bouquet-Holders for Chrysanthemums and long stem cut flowers, in Heavy Cut Crystal, Engraved and Gilt; also in Bohemian Colored Glass, plain and decorated, some with Cupid and Watteau designs. Send for Catalogues.



CODDING BROS. & HEILBORN,

North Attleboro, Mass.

Makers
OF
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QUICK SELLING NOVELTIES

In Sterling Silver.

NEW YORK OFFICE—C. A. Vanderbilt, 178 Broadway.
CHICAGO OFFICE—F. A. Buck, 103 State Street.

ENAMELERS

OF GOLD, SILVER AND PLATED JEWELRY,
Enameled, Plain and in Colors.

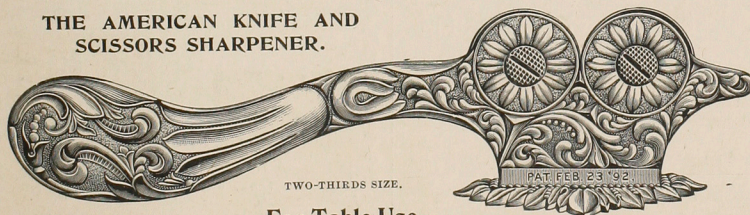
ALSO OF
SOCIETY EMBLEMS,
YACHT AND COLLEGE FLAGS.
All Varieties of Painted Enamel Work.

S. S. WILD & SON,

179 Eddy Street, PROVIDENCE, R. I.

Correspondence Solicited.
Telephone Connection.

THE AMERICAN KNIFE AND
SCISSORS SHARPENER.



TWO-THIRDS SIZE.

FOR SALE BY

Benj. Allen & Co., Chicago, Ill.
F. M. Sprockle & Co., "
G. A. Webster, "
L. Straus & Sons, New York.
E. G. Webster & Son, "
Oskamp, Nolting & Co.,
Cincinnati, O.
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Indianapolis, Ind.
Eliassof Bros. & Co.,
Albany, N. Y.
Thos. Long & Co., Boston, Mass.
Smith & Patterson, "
Dame, Stoddard & Kendall,
Boston, Mass.

For Table Use.

Special Inducements to Jobbers

... Manufactured only by the

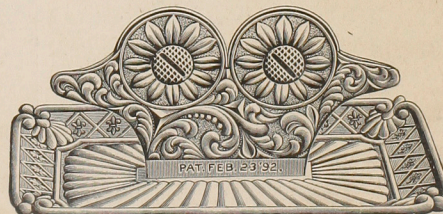
MOSSBERG WRENCH CO.,

ATTLEBORO, MASS.

Makers
of
Novelties in Silver and Hardware.

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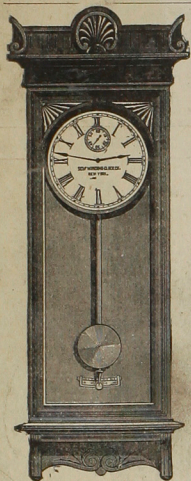
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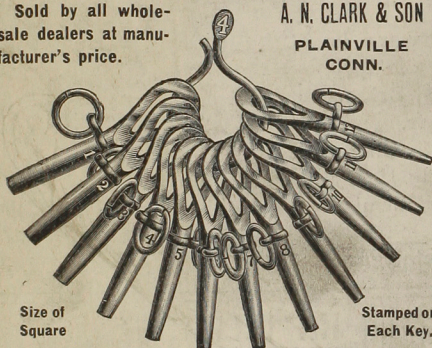
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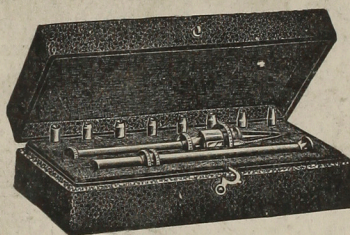
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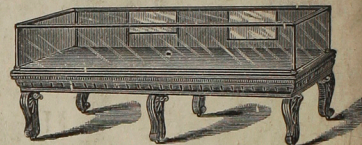
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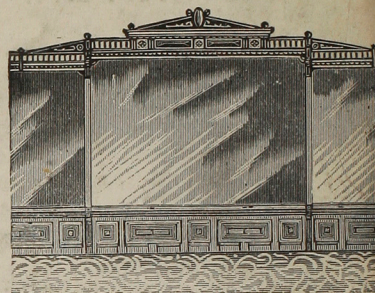
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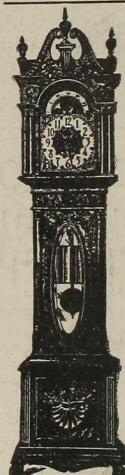
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