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# THE KEYSTONE

IN THE INTEREST OF THE JEWELRY TRADE.

Volume 9.

Philadelphia, May, 1888.

Number 5.

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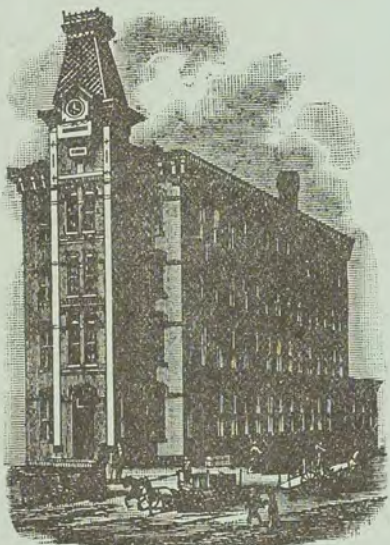
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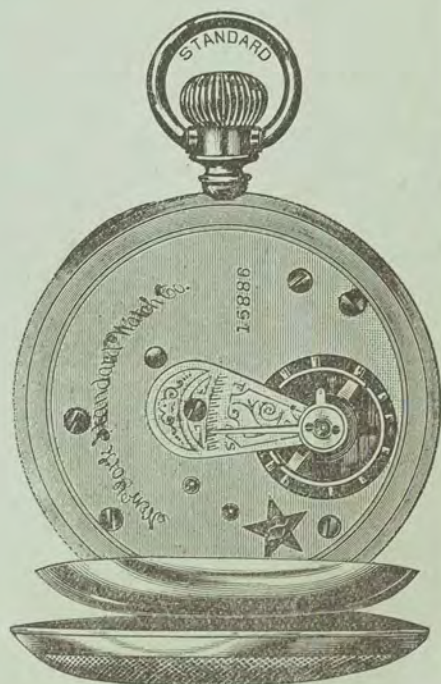
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# THE KEYSTONE.

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## ON THE WING.

MY last letter to you closed at the point where I was "to make, manufacture, and produce a certain piece of mechanism which would inevitably waken the said Eusebius Bolts," as our contract run. Well, to be brief on a subject already stale, I would say the machine was made and put in place, duly wound and tested, and finally approved by our eccentric friend, E. B.; and to tell the honest truth, I do not believe he let it run ten minutes after I adjusted it to waken him at precisely three o'clock the next morning. Because, when I asked him the next day how it worked, I saw a queer look pass over his face. He replied, however, it was "all right." I noticed the look, and am confident he stopped the clock work from some whim, like actuates us all more than we would be willing to acknowledge. He was thoroughly convinced the mechanism would produce the desired effect at precisely the time intended. This accomplished, his interest in the device ceased. It may be the thought of having to depend on some outside assistance was humiliating to his self-reliance and pride—a thing revolting to such men. He had depended on himself for so many years, and now to have to rely on assistance of any kind for something which wholly lay in his own power—will force. No! E. B. had been self-reliant, and would be so yet. His interest in the machine was done, except perhaps to show some of his friends as a curiosity, and how nicely it worked. My services at Dashburg were needed no longer, and, true to my mission, am again on the wing.

I often have the question asked me, "What do you think of watch clubs?" and I believe I will answer it through the KEYSTONE. The consideration of this conundrum is one of a good deal of importance to the trade, and needs due deliberation before being acted upon. What I am going to write are simply my own convictions but I believe the deductions are from sound grounds. If I had my way to do just as I pleased, I would soon settle the matter by saying, no watch clubs; but my asserting anything of the kind would be as futile as to insist that the wind should not blow. Therefore I am inclined to accept the situation and would, if in business for myself, organize watch clubs. That the scheme has nothing to recommend it is a mistake. Many young men who join such clubs would spend there money for something a great deal more useless than a good, reliable watch. And these same young men would only, in exceptional cases, ever hoard enough to buy a watch out and out. Such young fellows as hoard their money seldom buy watches. They are the kind which save money to have money; not for what money will buy. Many jewelers

will have nothing to do with clubs; not understanding the details of arranging such things, and being at the same time too busy to attend to matters not legitimately connected with the trade. To such I would say, my friend, look to this little matter, or some one will reap a harvest from your neglect. If you yourself are too busy to attend to all the details, you have a young relative or friend who can do this. All you need to do is to supervise the matter, and take a sharp look to the affair as a whole. The details of running around and getting up the club can be done by your assistant. About all you need see to is that everything is safe. By doing this you secure a profit by the sales, and get the watches to keep in order. In fact, you help build up your trade, because selling a watch means selling a chain, and selling a chain begets selling a locket, and so on. Clubs for rings come in due order, and by keeping the trade in your own hands you prevent others from not only absorbing your profits, but establishing a business which is detrimental to your interests.

I know personally of two cities of about 50,000 inhabitants each, where the watch club business was pushed for all there was in it. Not by the regular dealers, but by outsiders. The legitimate dealers were torpid, slow, and were doing business as they had learned to do it—put their goods in the window and show cases, and waited for customers to come. Offering no inducements, taking no pains to stimulate buyers. And when their apathy was taken advantage of by rustlers among the dry bones of foyism, whew! didn't they protest! didn't they howl? invoked the law and all that. But what did it amount to?—nothing. The club men sold hundreds of watches at a good profit; pocketed their money, paid their hotel bills, and left. That is, in one of the cities instanced, the watch club business is pretty well played out, but in the other, the scheme is still in progress, much to the dissatisfaction of the established dealers. Now it seems evident to me if the local retailers had taken the matter in hand they could have easily kept out all outsiders, as they were favorably known, and people had confidence in them, and would, in nine instances out of ten, patronized in preference the men they know. No! I tell you, fellow pilgrims, who make the watch and jewelry business your business, the day for sleeping until somebody wakes you up to feed you is passed, and the man who is going to succeed and make unto himself "lucre" must be on hand, and not only take all the chances which offer, but must stimulate the chances, and watch clubs, diamond clubs, ring clubs, chain clubs, and even step to one side and organize a gun club, and a book club. A great many book stores keep goods legitimately belonging to the jewelry busi-

ness. Books afford a good profit, and a book club, organized on the principle of a watch club, would receive ardent support; and the scheme admits of greater changes, as for instance, a book club offers a choice of say six publications of equal value, the selection left to the party drawing the privilege of choosing. Suppose the list of six consists of the poems of Tennyson, Byron, Longfellow, Browning, Bryant and Poe. The choice of which of these volumes will be selected lies with the member of the club drawing the fortunate number. These drawings can be continued until all the members possess a set of these poems at a comparative low figure, and still leave a fair profit for the getter-up of the club.

For the benefit of those who do not understand the method of organizing a watch club, I would say that almost every successful club operator has some peculiar details of his own. But the general principle on which they are conducted is—suppose you start with the idea you will get up a club, and furnish each member with a James Boss filled gold case and a certain grade of movement, for \$38. Now, if you procure thirty-eight members who each agree to pay \$1.00 a week for thirty-eight weeks, at the expiration of the time each member will have a watch. But at the expiration of one week there will be \$38 paid in, and it is usual to put the members names, written on separate slips of paper, into a hat and draw the name of one member which will receive the watch already paid for; and so on, at the end of each week some member of the club drawing the fortunate number until the thirty-eight watches are drawn. If thirty-eight members cannot be obtained, organize on nineteen; each paying \$2.00 a week. The best place to get up such clubs is among men employed by large manufacturing concerns, where they are all known to each other, and they feel assured the member drawing the first lucky number will not fail to pay the additional weekly dues. In some instances the fortunate ones have to give security, but all this is easily arranged after a club is organized.

Frequently, after the men form a club for watches for themselves, the same club will go in again for watches for their wives or best girls. In this way men, who would never get \$38 together at once, can be brought to pay a dollar a week. They do not comparatively feel it. They may smoke a cigar or two less, and stay away for a night or two from the theatre, but the deprivations are not noticed.

If a dealer is situated so that he cannot reach enough of the class of men he wants, he knows and can influence some of them. A little talking and a few inducements held out to those he can reach will bring about the desired arrangement. After the scheme is

started, keep it up. You not only dispose of goods to a class of men who, in all probability, would never patronize you to any extent, but you get their trade and confidence. I am situated to see and know a good bit of how business is going on, and who are making money and who are just crawling along. My observations and experience uphold me in saying the successful man is the man who pushes—fights for his place at the front. At the front is where all the tussling is. There is always plenty of room for the slow, dull man in the rear, and there is not the slightest difficulty to be the last man in the race. In the battle of life for business, it is much like the strife of warfare. Leaders will soon assert themselves, and be recognized as such. This leadership is accomplished in many ways. Some by reckless risks that prudence would forbid. Success, in such instances, is rare, and should be, because a man with true business instincts would, in every instance, shun such a course. Then a pinch-penny parsimoniousness is also to be avoided. It may lead to a financial success, but what sort of a man does it make? Not one his relations are apt to be proud of. The true business man of to-day (I mean in the watch and jewelry business) is the one who is thoroughly master of his trade. In addition to this, one who mixes with the world, and is shrewd enough to take advantage of the avenues which are open for turning an honest penny, as the phrase goes.

I don't mean by this that a jeweler or watchmaker should dabble in everything that comes along. But I would not restrict him to watches, clocks and jewelry, if he can, without neglecting his legitimate concerns, attend to something in addition. Neither would I insist on him staying quietly in his place of business and waiting for slow customers to come to him. If there is more money to be made by going to the customers, I would have him go to them. In the instances cited in the watch club business, I would have him attend to this sort of thing himself, instead of letting some outsider. In the shape things are now assuming, you can buy as cheap as anybody, and, being at home, can certainly sell as cheap or cheaper than any person who comes to your town from abroad.

I spoke a little way back of booksellers keeping lines of goods which properly belonged to the jewelry business. Now dealers selling "goods they can't mend" is no doubt illegitimate; but the trouble is how to remedy and remove the trespass. It seems as if the proper course for jewelers to take is on the principle of "kill my dog, and I'll kill your cat," and have them keep such goods as sell readily of the bookstore class, like choice note papers and envelopes.

## GOLD WORKING.

Extracts From the Work of George E. Gee, on Gold Working, with Notes by the Editor of this Journal.

THESE is no work in the English language on gold working so thoroughly practical as this book of Mr. Gee's. The original work has never been reprinted in this country, and commencing with this selection, we propose to publish all of the work which is of practical importance, leaving out a good deal of unimportant matter, like the Biblical mention of gold, and the mode of working in the British Mint:

In preparing the mixture of gold, silver, and copper for the crucible, care should be taken in weighing them accurately, in order to prevent improvement or deterioration in the qualities of gold constantly in use. In melting all qualities it is a wise plan to place the lightest of the metals to be melted at the bottom of the crucible—viz: the copper first, the silver next, and the gold last; by so doing the melter is more likely to get a perfect amalgamation of the metals, as the gold, being the heaviest, is sure to find its way towards the bottom of the pot. When spelter is employed it must not be put in until the other metals are melted; being of so volatile a nature, it would be all evaporated before the mixture of alloy was properly incorporated, consequently the bar of gold would fall short of its original weight, the quality would be improved, and the manufacturer would be unable to compensate himself without re-melting with an addition of alloy.

Plumbago crucibles are the best for all practical melting purposes, and with care will last from twenty to fifty times; if new, a very small quantity of charcoal powder should be put into the pot with the mixture of alloy. This coats the surface of it, and prevents the metals from adhering to it. When the gold is at the point of fusion, fling on to it about a tablespoonful of pure and perfectly fine vegetable charcoal. The layer of charcoal which forms upon the surface of the gold in the crucible protects the mixture from the action of the air, which would refine the gold, by destroying some of the alloy. When perfectly fused, the mixture must be well stirred with an iron stirrer (consisting of a long round piece of iron sharpened at the point), which should previously be made red hot, to render the whole mass uniform in quality. The pot is then quickly withdrawn, and its contents poured into a suitable ingot-mould, previously warmed and greased to prevent adhesion. The warming of the mould is quite indispensable; but if made too hot, the metal on being turned into it will spit and fly about. Besides incurring great loss of gold, dangerous results may thereby happen to the person in charge. The same remark applies when the ingot-mould is cold; therefore, this part of the process must not be neglected, but carefully attended too. The ingot-mould, we may state, is hot enough when it will just stand touching with the hand for a second or so. In nine cases out of ten, if the gold is properly heated in the melting and cast all right with the charcoal flux we have recommended, the working qualities in its subsequent treatment will be found all that could

be desired for any purpose whatever. When it is desired to produce very tough gold, use as a flux a tablespoonful of charcoal as before, and one of sal-ammoniac, adding it to the gold on the eve of melting. The sal-ammoniac burns away while toughening the gold, leaving the charcoal behind to perform the functions already indicated. The employment of the mixture of sal-ammoniac will bring the ingots of gold up bright and clear; it will also prevent them from splitting or cracking at the rolling-mill, and in subsequent working, if proper attention has been paid to it, the gold will then be found tough and pliable. This does not, however, apply to every kind of alloy, but it may be affirmed of those we have described, and can be safely and thoroughly depended upon.

The furnace used by most jewelers is the ordinary wind furnace, built of brickwork, which is admirably suited for such purposes size. A convenient for every requirement is of the following dimensions: eight inches square inside, and sixteen inches deep from the grate which supports the fire.

For producing tough gold, the employment of common salt as a fluxing agent is sometimes strongly recommended. There is not, however, much to be said for its use, as it produces a very liquid flux, and is not half so clean as the one we have recommended. In the casting, unless very great care is exercised, it runs into the ingot-mould with the gold, producing a brittle-like substance, and this forces itself into the bar of gold, the surface of which becomes irregular and full of holes; on this account alone, in preparing clean and smooth bars of gold, it is objectionable. The same may be said of borax, but that is still largely used in the jewelry trade for melting purposes. Nevertheless we are confident, from long practical experience (the result of many years' study and practice, during which time we have worked up many thousand ounces of gold), that there is no better flux than the mixture of *sal-ammoniac and charcoal*, for every possible purpose required, in the subsequent treatment of the different qualities of gold; and that for toughness, cleanliness, and producing good workable properties it cannot be surpassed.

In melting scrap-gold from the workshop, care should be taken to see that it is quite clean, and free from organic matter, wax, etc. To effect this it is a good plan to heat the scrap in an iron ladle until all wax or grease is removed. This should be done before the workman weighs his scrap into the warehouse, and should be a special rule of every establishment. It has a great tendency (with other things of which we shall speak hereafter) to reduce the working loss which is almost unavoidable. This kind of scrap is best re-melted by itself, and the same flux may be employed as has been recommended for new gold. If the bar of gold should split in rolling, it is due to the presence of some foreign metal, such as lead or tin, or it may be iron or steel. Then remelt the bar with two parts carbonate of potash and one part of nitrate of potash (saltpetre); the saltpetre will draw the iron or steel into the flux, leaving the alloy of gold free. If lead or tin should get into the gold, very serious results follow—a very small portion being sufficient to split a large bar and render it totally unworkable and exceedingly brittle; when

broken the grains appear close and pale. Bichloride of mercury (corrosive sublimate) is the best flux to use when these defects make their appearance; in the proportion of two parts charcoal to one of corrosive sublimate, when all will go right again. Sandiver is also a very useful flux when iron or steel gets in the gold. Such gold, when re-melted, always loses in weight, some of the alloy being lost on account of the many small pieces of gold of which the scrap consists. This, of course, improves the quality; therefore, it is necessary, in order to keep the gold of one standard, to add some small portion of alloy, either silver or copper; but as the scrap may contain a little solder, copper will be the best to use. The following calculations may be relied upon for the different qualities:—

## TABLE OF CALCULATIONS.

Wet-colored scrap,	3	grs. of copper per ounce
12-carat scrap	6	" "
10	9	" "
9	12	" "

Hall-marked make no addition whatever.

All qualities of scrap should be well sorted and undergo the action of a magnet before re-melting, and the greatest care exercised in keeping every quality separate.

## ASPIRING GENIUS.

We are in receipt of a communication from an aspiring genius who wishes to expand—display himself. We print the entire letter below, only changing the signature address. A text for a lay sermon could well be drawn from this unique communication, but we will refrain, except to write a few words on "ideas." Many people imagine they have made an important invention, when in truth they have conceived only an intangible idea, as aptly illustrated by our correspondent's magnetic watch, propelled by magnetism, controlled and regulated by magnetism. An invention to be entitled to the name should be complete, tangible, and in working order. Our ambitious friend should put himself down to the "drugery," as he styles it, of making the wheels, and adapting and arranging the parts before he can expect the world to receive his ideas, and remunerate him for his inventive powers. He makes a point, however, when speaking of some writers, who only string words together, without point or policy. In this day, to write well a person must not only have the "ideas" but must also be able to select the best words, and arrange them logically and grammatically to express these same ideas:

## EDITOR KEYSTONE:

I hav long had a notion i would like to rite for a newspaper. it seems to me to sling ink and talk sassy through the — press—i really don't know what kind of press to say—but you think of somethin' stunnin' to say with press and put it in. i ginerally can git the word i want by the handle, but jest in this case it kinder comes eel on me and gits away. But you fellers can always git the rite word, as if you forever had em layin' around handy. As i said above, it would be the pride of my life to rite fur the press and git paid fur it. Jest to think! To dash of a few dulcifluous remarks, send it to you, and you print it and put my name to it. it looks so grand like to see a feller's name at the head of a article to be red by 22,500 peeples. I don't know as i orter use

the word peeples in a plural significance, but I remarked previously before you can carrect the proof, as i understand you keep a feller on purpus to read proofs. That an't a job what would suit me. To stop and hunt up how to spell a word and brace a lot of words around square accordin' to gramer. No, that never would do fur me. Idees is my holt. i am grate on idees. My head is full of 'em. My mother used to comb 'em out of my hair when i was a boy. i will furnish the idears and you dress 'em up an square 'em around. Most fellers what rite for the papers don't have idears. They string the words in nice, but it is like the chap said by the gin sling, "there's plenty of sugar and lemen and water in it, but it lacks the gin,—gin is whut makes a sling." So its idears whut makes ritin'. I've got idees on every-thing; politicks, religin, and on watch makin'. Yes, there is where i have idears. i am workin' on a watch that will be a watch when i git it dun. Talk about your anty-magnetic watches. That an't the way. Have a magnetic watch. Magnetism to make it go, magnetism to regulate it. i have the idears down fine, but to make the wheels, that is whut takes the time. if i can git to ritin' fur the KEYSTONE and receivin' a check for two or three hundred dollars a month, i can afford to git some feller to do this kind of drugery for me. i like the word drugery. i remember readin' of sum feller callin' writin' fur the papers "literary drugery." The idear! Why I should feel like a mornin' glory, climin' on the trellis work of paradise, if i was at the hed of your noble composers. What i call drugery is havin' to work fur a livin'. Goin' to a place and toilin' from 7 o'clock in the mornin' til 6 o'clock at night. i don't like to have my idees trammeled. i like to let 'em sore. What kept me back at scool was bein' compelled to lern such things as the multiplication table and rules fur this thing and that thing, just as if a man that has idees can't make his own rules. Talkin' about ritin', you name a subject and i'l rite on it, wether i no anything about it or not. That is what i call havin' idears, and bein' willin' to give 'em to the world. All i want is a liberal compensation for my idears. When you rite to me don't send any postal cards. i don't want the postmaster to git on to my racket that i am goin' to rite for your paper. i want to supprise the people around here. i never was half appreciated, and i want to sorter burst out on 'em.

ALGERNON P. GREEN.

SOAPFALLS, May 1, 1888.

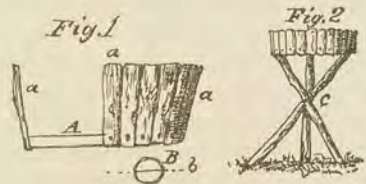
A SWISS WATCH manufacturer has invented a watch for the blind, on the dial of which the hours are indicated by twelve projecting pegs, one of which sinks every hour.

THE gold held by the Treasury in its vaults at Washington weighs 519 tons. If packed into ordinary carts, one ton to each cart, it would make a procession two miles long, allowing twenty feet of space for the movement of each horse and cart. The silver in the same vaults weighs 7,396 tons. Measuring it in carts, as in the case of the gold, it would require the services of 7,396 horses and carts to transport it, and would make a procession over twenty-one miles in length.—*Christian Union*.

LIMITED GARDENING.

By an Experienced Gardener.

IN most of the States north of the fortieth parallel of latitude, plants for producing flowers should not be planted in the open ground until after the middle of May; and during the time which transpires the plants in the little forcing frame can be gradually potted off to leave a few still remaining to be used to supply hanging-baskets and the like. These same hanging-baskets are about as beautiful and tasteful sources of floral decoration as one could desire. A rustic basket can be cheaply and conveniently made from an old nail-keg, sawing off about five or six inches of the end, still retaining the head. Such a little tub, suspended by three pieces of twine, without any further trouble than to fill it with good rich earth and putting in a tasteful selection of plants, makes a beautiful ornament. There is a chance for a great deal of taste to be displayed in getting up hanging-baskets; also in vases, or cheap substitutes. An old flour or apple barrel, cut down as recommended for the nail-keg, makes a pretty rustic vase, if placed on a cheaply gotten-up shelf or stool. A piece of board, sawn out round with a key-hole saw, makes a desirable bottom for a vase. About ten inches in diameter, and saw the board *A* so pieces nailed on to the edge will flare a little, as shown in Fig. 1. The pieces *a, a* are made of round sticks, about an inch in diameter, and five inches long, split



through the centre, as shown at diagram *B*, which represents the end of one of the sticks, and the split by the dotted line *b*. These sticks *a* are nailed to the bottom *A*, as shown. A piece of tarred paper, put around against the inside, will prevent the dirt from falling through the cracks. The pieces *a* look all the better for the bark being left on. Three pieces, joined as shown at Fig. 2, make a nice support. All that is needed to hold them is two 2½ inch screws at *c*. The box *A* is nailed to each leg through the bottom. A great deal of taste can be displayed in filling a vase or basket with plants. As much depends on the foliage as on the flowers. Each plant has some distinctive characteristic in the color and habit of its leaves and stems, which can be taken advantage of. A pretty combination for a hanging-basket could be made by combining a Dwarf Celosia, a Horned Poppy, a Dwarf Convolvulus, two small Blue Lobelia plants, and a Dwarf Nasturtium. It is well to know that the Nasturtium will grow readily from cuttings. Break off a slip of Nasturtium and plant in your basket, and a few days will see it rooted and flowering. Another pretty combination for a large vase would be some of the larger Geraniums—a Ten Week Stock, a Nasturtium, and a Double Petunia. To this add, close to the edge of the vase, two or three small Blue Lobelia plants. For small beds, Verbenas or Phlox Drummondii. This last named flower is very beautiful, and produces flowers from early summer until frost kills it. The

flowers are of all shades, from white to intense red, and as the seeds come true (or nearly true) to color, a bed can be shaded from white to the darkest crimson. A Double Petunia, placed in a large vase by itself, will produce hundreds of beautiful flowers; but it needs an abundance of the richest soil. Ten Week Stocks in beds should stand at least ten inches apart, and look best grown by themselves; and after flowering all summer can be taken up and potted for house plants. Nasturtiums can be trained to cover a fence, or can be cut back and kept low and close to the ground. The seed pods, when green, make delicious pickles, and give a rich flavor to other pickles, like cucumbers and green tomatoes. Some varieties of Nasturtiums are very pretty, and for wearing in the hair or a corsage are desirable for not wilting. Accrolinum is one of the immortal flowers, and holds its form and colors for months. Combined with Nasturtium and a few Geranium leaves, it makes a pretty button-hole bouquet.

Radishes are best grown in a sandy soil. If grown on a clay soil, an abundance of old leached-wood ashes will keep the ground loose and mellow. In planting flowers in a yard a place can be found in every nook and corner for a pot or a vase. Ladies, if assisted a little by those having more strength than themselves, can manage the arrangement and combinations of color with a great deal of taste. For those persons who have plenty of room, seeds can now be sown for such plants as require two years to mature, like perennial Hollyhocks and Carnations. Pansys for Fall flowers should be sown the last of May.

TORONTO, April 10, 1888.

EDITOR KEYSTONE: When I arrived home from a four weeks' trip recently, after receiving the embrace of my beloved wife, she informed me that a deputation had waited upon her from you, to request a photo. of myself for presentation upon the page of your excellent paper. She regretted very much that, after having ransacked the whole of the insides of our two albums, she could only find one of me, taken some years ago, before we were married indeed, and before, too, I became a commercial traveler, which will account for its modest look. I would not have hesitated to allow it to appear in competition with my fellow travelers of "The Goldsmiths Company;" but when I learned that it was to compete with the whole tribe of Canadian jewelry travelers my heart somewhat failed me.

In justice to my present improved appearance, gentlemen, you will kindly permit a pen sketch of at least my head and head-gear in its modern aspect. And indeed, after all, the head is generally that which is mostly considered, either in times of peace or war, which the history of our forefathers throughout the barbaric ages and up to the present time fully demonstrates. I feel grateful to announce to you that while my photo. shows a beardless face, I am now growing a side and chin whisker, not to gratify my own personal vanity, but my wife's ambition. And further, most of our Canadian jewelry travelers wear "christy stiffs," and the United States travelers, I am informed, are still more aspiring—nothing short of an altitudinous plug being acceptable to them. But I wear neither. I wear

just a modest woolen cap with a peak, whether of American or Canadian manufacture is immaterial. And I am going to stick to this head gear throughout all the blasting experiences of a wife's persecution, for my customers all admire me in it, and therefore my loyalty to them must have prior consideration. But, gentlemen, I have been trying to think of an illustration that will serve in some measure to demonstrate the glowing zeal and ardor that will be infused into our Canadian travelers in extolling still further the merits of your now so well-known and excellent "Keystone Cases," since you have so kindly and thoughtfully conceived the idea of bringing into requisition the photographic art to display us before our esteemed customers. Well, gentlemen, in addition to having a small family at home, we have a white and gray cat of the male species, that answers to the name of "Dick" indoors. But when Dick goes out on a moonlight excursion, or when Dick attends a concert at night on a neighboring woodshed, it would take all the energy I could put forth in throwing open all the windows and doors of the woodshed and kitchen; and all the energy my wife could put forth in making music on the cooking stove, with the big carving knife rubbing it on, to charm him away from his concert to come in at anything like a timely hour. And in the same measure, gentlemen, do we feel that you have so made yourselves deserving of our very best energies in your behalf, even to the extent of stealing the wife's carving knife to cut down all competing obstacles to the "Keystone Watch Case," and thus present it to the Canadian trade without even a rival.

Gratefully yours,  
JNO. W. CAMPBELL,  
The Goldsmiths Co., Toronto.

A CLOCK CRANK.

"I have a funny old uncle down in New Hampshire—a crank on clocks," said Mr. Fred Richardson, the artist. "I spent a night in his house not long ago, and I don't intend to spend another there soon. I am a light sleeper, and when I am awakened I have a hard time to get back to sleep. Well, at 12 o'clock that night I was awakened by the loud, lazy stroke of an old-fashioned, tall clock in the hall. It struck twelve times, and I thought it would never quit and let me go to sleep. I had just swooned off in the direction of sleep when a nasty little Yankee clock, with a busy, whanging knocker, pelted off twelve hours. In a few minutes the soothing chime of a pretty French clock peeped up through my bedroom floor from the parlor. I might have gone to sleep under this influence, but in a few moments more the loud, jangling voice of another clock in some other part of the house drove all sleep from my eyes.

"In sheer desperation I lay and counted clock after clock until fifteen of them had each struck 12, and then, just as I had concluded that that was the end of the procession of noises, the big father clock of all—the one in the hall—struck 1, and the rest followed its example.

"In the morning I discovered that the fifteen clocks were set just five minutes apart.

"What do you keep your clocks set different for?" I asked.

"Well," said my uncle, "when I wake up in the night I like to know what

time it is. Now, as I have my clocks arranged, one of them strikes every five minutes, so I don't have to wait long to find out whether it is time to get up."

"He knew the voice of every clock in the house, and knew just what time it was whenever any of them struck."

MERE MONEY-GETTERS.

When Time draws his parallel across the brow and furrows the cheek with age, the professional man has unquestionably the advantage over the merchant or tradesman, inasmuch as his studious life leaves him a field for pleasure that grows and increases with advancing years. Indeed this applies to all educated men. The merchant who is not educated in youth should not fail to improve himself as time rolls on. If all his energies, talent and time have been centered in the almighty dollar, when his career as a merchant or tradesman has ended and he retires to enjoy his wealth, he will feel the want of the refining influence that education and culture bring to brighten and cheer old age.

The dollars are made. The friction of trade has sharpened his wits, developed his shrewdness and tact in money-getting and money-keeping, but has left him restless, nervous and incapable of enjoying in content and quietude the remainder of his life. If all these years have been passed without his having devoted a part of his time to study, he is poor indeed. No man, no matter how employed, can afford to give all his time to money-getting. He should give some of it to reading, to study and to recreation. Money has its uses and abuses. The latter are the greatest when it becomes the idol of the heart and increases selfishness.

HAIRSPRING OF A WATCH.

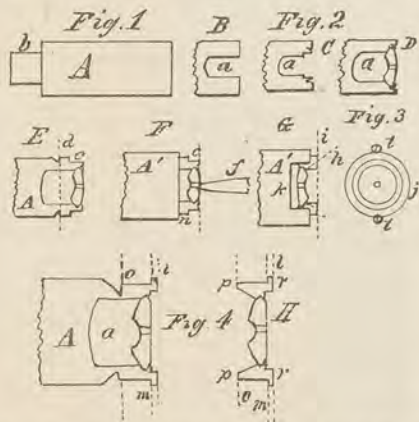
The making of the hairspring is really the most delicate operation about the manufacture of the watch. The wire is received in spools, and is nothing more than a round thread. This is run between hardened steel rollers and flattened, and being wound on the roll is then drawn between diamond dies, which give the required thickness and width. The spring must be of exactly the same width and thickness, and before being used is tested on a register which marks down to one two hundred and fifty thousandths of an inch.

To show to what fineness this measures, a hair placed between the jaws marked 400°, and moved forward half an inch registered 365°.

Of course, every one knows that a hair varies in thickness, but that it should be so exactly measured is a surprise; and when it is remembered that the hairspring of a watch cannot vary even so much as the variance in a hair from the human head, the delicacy of the operation will be emphasized in the imagination. The wire is received in lengths of 1,500 yards, and in this entire length must not vary 30°, or one-thirtieth of what a hair varies in half an inch. The spring is then cut into lengths of twelve inches, and these are wound, four at a time, and very quickly, the tool resembling a large penholder, and turning from the end, into the shape of a spring and seventeen coils. The wire is hardened, but winds very easily, and is removed from the winder in copper boxes.—*Globe-Democrat*.

## THE BOW LATHE.

WHILE on the subject of jewels we might as well tell how to set large ones, such as we find in the upper plate of full-plate watches. Many of these jewels are set directly in the plate. In such instances, if the bezel which is burnished over the jewel is destroyed, the job is one few like to see. If a workman has a Universal lathe or an American with a Universal face-plate, the job is more easily managed, but with workmen who have not such advantages, I will tell how to accomplish the job with no other tools than the little bow lathe with a live spindle; the whole outfit costing only a very few dollars, except our own work. I will first tell how to set jewels in large settings, such as are put in with screws; and then tell how to set them readily in bushings, which will remedy the trouble of the bezel being broken in such instances as mentioned above. It is well to provide extra pieces of large brass wire, such as we use for wax and split chucks, and fit them with a screw for going into the live spindle—in fact, fit them up exactly as if to be used for wax chucks, except we are to use them for such jobs as the present. At Fig. 1 such a piece is shown at *A*. The screw *b* is to go into the lathe spindle. We put it into the lathe spindle and drill a hole in the end as directed for setting balance hole jewels. The entire details are shown at diagrams *B*, *C*, *D*, *E*, in all



the processes from when the hole is first drilled, up to the finished jewel setting at *E*. In making such settings, after a jewel is burnished in, as shown in diagram *D*, if the jewel hole runs perfectly true we can proceed to turn off the setting to fit the recess in the watch plate, as shown at *c*, diagram *E*. The jewel setting is cut off on the dotted line *d*. If the hole in the jewel does not run exactly true the setting at *c* is not to be finished, but cut off the setting at the line *d*, carefully, so as to leave the back of the setting flat and nice, and if any little burr or protuberance exists, lay it flat on a fine file and rub it to bring it dead flat. Now cement it with lathe wax to the end of another chuck, like *A*, Fig. 1, turned off true and flat on the end; centering with a piece of sharpened peg-wood, as shown at *f*, diagram *F*. As soon as the cement cools, turn the setting to fit the sink in the plate, like *n*, *c*, diagram *F*. Care must be taken in turning these offsets (*n*, *c*) so the face of the jewel comes right for the end shake of the staff or pinion which runs in the jewel. By cementing a jewel in this way to the end of a chuck and turning off the setting, it must produce work absolutely true. We next take another chuck, like *A*, and turn a shallow recess in the end, as shown at *k*, diagram

*G*. We turn the recess so it will just receive the part *c* of the jewel setting. We cement the setting into the recess on the lines *i*, *h*, using a polished graver. The face on the line *i* for the final finish, if the job is a particular one, is best left so the setting is a little flush with the plate, until after the screws for holding the setting in the plate is fitted. Then rub down the face on a very fine pivot file or Scotch stone, and polish with diamantine and oil on a zinc lap. In such jobs as require the replacing of a jewel in a hole directly in the plate where the bezel is broken, as described above, the best way is to enlarge the hole in the plate and set a jewel in a separate setting, and put the setting in the plate. The shape of such a setting is a little different from the one just described. When such a jewel is set in the top plate, it is usually set in an imitation setting, that is a small groove is turned in the plate to represent a setting, and the first thing we have to do is to broach out the hole in the plate to the little groove as illustrated in Fig. 3, where the inner circles represent the jewel, and the line *j* the small groove turned to make believe a separate jewel setting, and screws are set in at *l*, *l*, to add to the idea. We take out the screws *l*, *l*, and broach out the hole to the line *j*. Now for the jewel setting, we select a jewel of the proper size, and put a piece like *A* into the lathe, and proceed to set the jewel precisely as before, except we place the jewel deeper in the brass bush. The object of setting the jewel deeper is to bring the face of the jewel on the same plane as the inner surface of the watch plate. At Fig. 4 is shown a magnified illustration of the jewel and setting. The setting is turned to the form shown, the dotted line *m* representing the inner surface of the watch plate, and the line *o* the upper surface of the watch plate. At diagram *H* is shown a section of the setting complete. The setting is pushed into the broached out hole, until the flange *r* rests on the plate, and the surface *p* comes even with the upper surface of the watch plate, corresponding to the dotted line *o*. The jewel setting is of course cemented to a chuck, as shown at diagram *F*, where the inner side of the setting is turned. If the setting and jewel are pushed tightly into the watch plate it will hold very securely, and it cannot possibly come out because of the flange *r*.

MANY years ago, as all who are familiar with the gold mines of Georgia know, there was a mine known as the La Prade property. It was one of the richest ever discovered in the State. It was at this mine that one of the largest nuggets ever brought to light from Georgia gold fields was found. It is a well-established fact that it weighed three and a half pounds, or 840 pennyweights. Many other pieces weighing from 40 to 300 pennyweights were found, together with vast amounts of fine gold. The sum total taken from this deposit of less than one acre reached the vast sum of more than \$100,000. The strangest feature connected with this deposit is that the vein was never discovered. This wonderful mine was worked many years ago, and the miners who did the work drifted away, and now there are but few who know the facts from actual observation.—*Atlanta Constitution*.

## WORKSHOP NOTES.

"ANXIOUS TO KNOW," asks about enameling? We made an arrangement with Cellini, Jr., nearly a year ago to furnish a series of articles on this subject, and the first paper of the series has been in our hands for some months, but has been crowded out by other matter. We would assure our readers they will soon appear.

"QUERY" asks "how to make the substance used in percussion caps?" The fulminate of mercury is used for this purpose exclusively in the copper caps for guns. The material used in the toy torpedo for throwing on the walk is generally made by a solution of nitro-glycerine, in some of the many solvents of that substance. Sand of some kind is moistened with the solution, and the solvent of the nitro-glycerine is allowed to evaporate, leaving a thin coat of that substance on the particles of the sand which explodes from the shock of the torpedo, striking a brick or some other hard substance. Our advice is to let nitro-glycerine alone. The fulminate of mercury is made by dissolving quick silver in nitric acid until it will dissolve no more; then pour in high proof (95 per cent.) alcohol as long as a white precipitate is formed. This precipitate is the fulminate of mercury, and should be washed thoroughly and dried carefully at a low temperature in the shade. Mixed with English coach varnish to render it waterproof, is the substance used for gun caps. The fulminate of mercury is a violent explosive, and should only be mixed and handled with extreme caution. A mixture of four parts common gunpowder, and one part chlorate of potash, explodes on being struck with a hammer, if the mixture is laid on some hard substance, like an anvil.

"QUESTIONER" asks "how to make a mercurial pendulum?" We could hardly spare space to do the subject justice in this column. This subject is shortly to be taken up in this journal in the article on "Clocks," where it will be treated in the fullest manner.

"PIVOTS" asks: "Why a watch gains lying still, and loses by carrying in the pocket?" There are several causes for such results. The first and most common cause is the balance being out of poise. Always see to this in every watch you put in order. The second cause is too much side shake in the balance pivots.

"DIAMANTINE" asks "what cement can be used to fasten a jewel in a setting, when you have no jewel of the right size?" Never cement in any jewels, except pallet jewels and jewel pins. Watchmakers living at a distance from large material houses are frequently called upon to resort to make-shifts, especially in jewels. A good workman should keep a good stock of jewels. They are important and pay a good profit. And out of anything like a fair stock of jewels we can always select one of nearly the right size. The hole size is imperative. This must be right; but in regard to fitting the setting in the plate, this is not so important, as a setting can readily be made and a trifle smaller or larger jewel used, as the case may be. You will find in the article on "Bow Lathe," in this number, the

method of setting jewels, which applies perfectly to this case.

"CONSTANT READER" asks "why spring clocks gain when first wound, and loose when near run down?" We are aware this is usually the case, but not always. In some of the later makes of clocks this is not the case. The cause of spring clocks gaining when first wound is principally owing to using a recoiling beat escapement. With this kind of an escapement the greater the power the quicker the beat. It is true the greater the arc of vibration the slower it is performed. But on the recoiling beat escapement the extra force of the mainspring quickens the time, even though the arc of vibration is longer. But in some of the newer kinds of clocks, as suggested above, a species of dead-beat escapement is used in which the extra friction of the pallets acting under more power compensates for the extra motive force. Such compensations are only approximate, however, and no spring clock will give fine results except the force of the spring is equalized by a chain and fusee, or some equivalent device.

PROBABLY the most expensive fans ever seen in New York are those made of point lace picked out in little diamonds. These jeweled fans are not kept in stock, but those in plain lace are frequently sold and cost from \$50 to \$250. The sticks of the most expensive are carved pearl inlaid with gold, mother-of-pearl, amber, tortoise shell, sandal wood, violet wood, gold and silver. Among the most ancient fans are a set to be found in a Broadway store and painted by La Bauer on vellum, the sticks being of carved mother-of-pearl ornamented with figures in bas relief. These fans, although somewhat dilapidated, still bring fabulous prices.

## PRACTICE AND THEORY.

In business everything is viewed from a clear and logical standpoint. It must bear the closest scrutiny and come under the clearest reasoning unbiased by impulse, feeling or favor.

In new ventures the first thing to consider is, will it jeopardize the capital invested? The profits being an afterthought. Method is one of the first rules in trade, and enters largely into the practical business man's life. Nothing is taken for granted. Theory does not govern his actions. He notes all the chances, weighs every point carefully, and feels sure of being right before he takes the lead or venture. He is like Davy Crockett, "First be sure you are right, then go ahead."

Were this rule to govern more generally in trade there would be fewer failures. Success in every calling and line of trade is due to carrying out the plain, practical rules of business with steadiness and perseverance. The man who is governed by theory and impulse rarely if ever succeeds. Such men permit hope and enthusiasm to overreach their judgment and all the rules of trade. They figure out fortunes on paper and build castles that look well, but disappear under the light of reason and practical common sense. Hundreds of active, enterprising and intelligent business men fail because they have been governed by theory; hence the avenues of trade are filled with wrecks caused by theory being the governing factor.

## CLOCKS.

IN the last article I promised to write about cleaning French and other clocks with bright plates and wheels. But before cleaning such clocks, more than to wipe off the dried, gummy oil, all repairs should be carefully looked to. In this series of articles I have given the most improved methods of bushing, putting in new teeth, etc., also described how to stone out any pitting of the pallets by the action of the scape wheel. These topics having been thoroughly discussed, there remains one point of particular importance which needs be considered before we take up the process of cleaning, and this is the wear of the teeth and the leaves of pinions. There is much difference to be noticed in this respect in clocks of the same number of years' wear. We have all noticed that in some clocks, which we well know to have been running a great number of years, the teeth scarcely show any deterioration or the pinion leaves any pits; while in another clock, which had been running less time, the teeth of the wheels are badly worn and the pinions deeply pitted. Now there may be in different instances a variety of causes to produce such results. The most fertile source, however, of such wear is a bad shape of teeth and pinion leaves. The proper form for such teeth and leaves has occupied the attention of horologists, and other persons interested in the transmission of power by gear wheels for a long time. An analysis of the principles involved in this problem invoke the assistance of the highest mathematics, and for all ordinary workmen the terms "epicycloidal teeth" and "involute gear" had better remain an abstraction, than to make any attempt to master the situation; because we can assure them that it is a subject involving months of hard study. However, when we get a little further along, and begin to take a more scientific view of fine clock-making, we will speak of this matter enough to set the student on the right road at least to acquire a thorough knowledge of the subject, if he should desire to do so. For the present we are only talking of repairing such clocks as others have made. French clocks seldom present any very serious cases of pitted pinions or badly worn wheels. It is in the old grandfather clock we meet these troubles most frequently. A badly pitted pinion is a job all workmen who repair clocks dread to see, because if the pits are deep, there seems to be but two ways out of the dilemma; first, to shift the wheel so as to bring a new part of the pinion into action; second, a new pinion. Frequently it is next to impossible to change the position of a wheel, it being so located that any movement in the direction of its axis brings it in contact with another wheel or some other portion of the mechanism. In such instances a new pinion is the true remedy. Any attempt to grind or file out the pits in pinion leaves will almost invariably result in failure, because we will in most instances increase the cause of the pitting by making the shape of the leaf still worn to resist wear. Where wheels are badly worn near the end of the tooth, it generally comes from a bad depth, and usually an examination into this matter will develop the fact that the depth is too shallow. In such cases, the pivot hole situated so as to

influence the depth without disturbing the action of the other wheels, should be filed to one side so as to bring the depth right and the hole bushed. The teeth can be rounded up by a file made for this purpose. They are round on one side and flat on the other; the flat side only being cut. Care and judgment should be used to restore the teeth to as near the former shape as possible. In some instances the wheel can be removed from the pinion and turned so as to bring the opposite side of the teeth into action. In moving a wheel so as to bring a new part of the pinion leaves into action, we may have to put a bush on the arbor of the wheel, carrying the wheel to be moved; but never bend the arms of the wheel so as to true it to one side. If you move a wheel at all, either set it farther back on the pinion by turning off the leaves, or by making a bush or hub and driving it on the arbor and turning it off so the wheel properly fits and runs perfectly true. In rounding up the teeth of a wheel, use, after the file, to polish, a slip of wood and rotten stone and oil, finishing with charcoal dust; but avoid emery in any form, as it beds itself in the brass, and it is almost impossible to remove it.

## MR. DE SMIGSBY'S WATCH.

A Slowness of Ten Minutes Keeps Him away from a Banquet.

When Paul de Smigsby passed a clock on Madison Square he pulled out his own timepiece, and by comparing the two found that his was ten minutes slow. He was on his way to inclose himself in a dress suit in order to attend a rather swell banquet at Delmonico's.

It was late, and there was not very much time for the toilet. He had spent part of the afternoon drinking sherry and bitters in order to have an appetite for the dinner, and by this time he was feeling rather mixed up. He noticed on the way up to his four-dollar-a-week hall room, with its bed that was an ornate mantle-piece by night, that things in the corridors kept bumping up against him, and that the wall sloped like a leaning tower of Pisa—very much out of the perpendicular.

"I'll have that wall fixed," he murmured incoherently, "and refuse to pay rent till it is. What's the time? Why, hullo, it's 7:50. Then my watch is ten minutes slow. Here goes—I'll fix it."

The watch was adjusted to the correct time of day. Then Mr. de Smigsby took off some of his garments and hung them on the reversible mantlepiece. He was very nervous, and presently made another rush to his watch, for he was afraid it was getting very late indeed.

"Hullo!" he exclaimed again; "8:15 is it? By the way, I remember the blamed watch is ten minutes slow. I must put it on." And he did.

Mr. de Smigsby is quite a forgetful man, and the nine pints of bitters and sherry he had disposed of made him more than ordinarily so. Each time he looked at his watch he forgot that he had already advanced it that ten minutes, so he put it on again and again. At each pause in his robing curriculum he looked at the watch. At each look at the watch he advanced it ten minutes. "The thing's ten minutes slow," he would say. "I saw that in Madison Square. It's no use deceiving one's self. I may as well have it right."

And out came the key and round went the hands.

When Mr. de Smigsby was thoroughly ready and preparing to start he took a final glimpse at the dial. He started, not in the way he had prepared for, but back against the wall. It was 11:30. How on earth could he have spent so much time dressing?

It would be absurd to go now. All the dining would be over, and the only entertainment going on was perhaps the bottom of the toast list, where the driest of the speakers are always put. Metaphorically kicking himself all over for being such a dude as to take three hours and a half to dress, Mr. de Smigsby staggered into bed, after tearing into tiny pieces the dinner ticket that had cost him \$10.

As Mr. de Smigsby uttered his first snore any pedestrian on Madison Square who looked at the clock that caused all the trouble would have seen that it registered 8:45. The banquet at Delmonico's did not really begin till 9.—*New York Press.*

## SILVER TOILETTE ARTICLES.

Silver is now the rage for toilette articles. It is no longer enough that the dining table should be decorated with the necessary implements of this metal, but it has found its way to my lady's dressing room, and in time may descend below the dining room, even to the kitchen, where, like the Mexicans, the Americans will have their food cooked in silver saucepans. For the sum of \$1,000 a very handsome set may be purchased in solid silver. This includes two hair brushes, a hand mirror, powder box, dressing comb, a hat brush and clothes brush, hairpin tray, jewel box and a pair of cut-glass bottles with silver-topped stoppers set in silver castors, besides a few manicure implements. The powder box is cup-shape, lined with gold, and has a closely-fitting cover; the jewel box is oval and the small hairpin tray, also oval, is alone \$30. A powder box in this style is \$100, a single brush \$42 and a hand mirror \$100; but the work is so beautiful that the prices do not seem large, and one dealer says he has such a demand for it that he can hardly make it fast enough.

## FAMINE IN GOLD.

"Probably nine-tenths of all the gold obtained by man has been taken from placer deposits, and our American experience has been no exception to the general rule," remarked an experienced mining operator in speaking of the past and future of this valuable product. "Previous to 1847, our total gold production amounted to \$12,000,000; but between 1847 and 1887 about \$1,750,000,000 were contributed to our stock of gold. Of this nearly three-fourths came from placer deposits. In 1850-56 we obtained more than \$50,000,000 per annum in gold from the placers of California and almost nothing from gold bearing veins. Now, with an annual production of \$30,000,000 about one-half only is from placers. Our own territory has been so thoroughly explored that no considerable superficial deposits of gold are likely to be discovered, and nearly the same thing can be said of the entire world.

"In the northern extension of our western mountain ranges in British

Columbia and Alaska there are probably important deposits of gold. It is likely, however, to come from this region in a moderate but perennial stream, and not in a flood. Great difficulty will attend the working of those mines on account of the long, cold winters, and the difficulty in transporting supplies. Unless the mines should prove richer than expected, there may be a dearth of gold in the near future. In the Alleghany belt of mountains in this country there are large deposits of gold, but they are difficult to work. Still industry and perseverance may make them pay a profit. Mexico may be expected to turn out \$1,000,000 a year, but no more. The west coast of South America yields little but silver.

"Columbia, Venezuela, and Brazil have on the contrary always been producers of gold. It is estimated that from Brazil alone more than \$1,000,000,000 in gold were obtained during the first 300 years after the advent of the Portuguese. Columbia and Venezuela are now yielding about four millions each, annually, and little more than that can be expected in the future.

"Australia produces about thirty millions a year, and we cannot hope for more than \$5,000,000 annually from Asia. That will cover it all. I don't fear that you and I will ever suffer from a famine of gold, but unless the North American deposits are richer than is expected, some one will suffer."—*New York Mail.*

"NEGRO," is pure Spanish for black, and is derived from the Latin word Nijar—black. The Spaniards being near Africa, appropriated the word to the inhabitants of that continent in early times. They applied it more particularly to slaves, and hence the English application of the said term to the dark skinned race.

## A HORSE IN SPECTACLES.

The *Scientific American* recently published an account of the experiment of fitting spectacles to a short-sighted horse in England, which had proved satisfactory, and now we have to record a similar experiment by a farmer up in Connecticut. A contemporary thus describes it:

"A horse with goggles was one of the attractions at Bridgeport, Conn., recently. The Manlius farmer who owned him said he discovered recently that the animal was very near-sighted, and an oculist took the necessary measurements, and, sending to New York, had a pair of concave spectacles made expressly for Dobbin. When the farmer tried them for the first time, the horse appeared to be startled, but recovering from his surprise, manifested every symptom of pleasure. They are made so as to be firmly fastened in the headstall, and cannot be worn without that piece of harness. 'When I turn him out to pasture,' said the farmer, 'he feels uneasy and uncomfortable without his goggles, and last Sunday he hung around the barn and whinnied so plaintive like that I took out the bit and put the headstall and goggles on him, and he was so glad that he rubbed my shoulders with his nose. Then he kicked up his heels and danced down to the pasture. You ought to have seen him. I hate to let him wear specs all the time, though, for fear he will break them.'"

## COLORED CLUB.

REPORT OF PROCEEDIN'S AT DE  
REG'LAR MEETIN'

Ob de s'ciety to 'stablish ethical culchaw,  
and 'vance de interests of de Boss  
case.

BY J. L. S.



OOD ebenin', gemmen an' ladies ob de Enlightners S'ciety. I'se pow'ful glad fer ter see you once mo', as it am been some time since you all had de great pleasuah ob seein' an' hearin' your great, learned an' handsome professor. An' I'se been pow'ful skeered fo' feah dat you might fall in de ways ob ignorance an' snide cases. As 'nounced at de last meetin', de exercises will be opened wid songs from de opera, an' dis ebenin' you will all jine in singin' a song called "De Jas. Boss Case," which am a parody on de song ob "I'se called Little Buttercup," an' am from de opera ob "Pinafore." You will commence singin' as soon as Tomatocan Crocker gets done flirtin' wid de widow Green:

I'se called de James Boss case, de patent James Boss case,  
An' I reckon you all know why,  
I'se called de James Boss case, de patent James Boss case,  
De patent James Boss case am I.  
I have Solid Gold bows, as ebry one knows,  
An' likewise are my joints, crowns an' ears.  
I hab those berry strong backs, dat Snide cases lacks.  
An' I'll wear you for twenty long years.  
I hab a Solid Gold color, you'll find in no other,  
An' also a patent dust band.  
My engravings are new, an' will surely please you,  
An' I am de Boss case ob de land.  
Then buy de James Boss case, de patent James Boss case,  
For buyers should neber be shy.  
Then buy de James Boss case, de patent James Boss case,  
Then buy de James Boss case, oh! buy.

'Pears dat you hab got out ob de way ob singin', as dat was werry pooh singin'. You will meet next Friday night at Jo. Sawwood's saw-mill, an' practice while de saw am goin', so dat you won't be 'rested fo' disturbin' de peace.

De reason dat I hab not been heah to deliber my lectuhs was dat I has been scourin' 'round de land in de capacity ob a missionary. Not fo' de purpose ob savin' souls, but to save de pockets ob de jewelers. You'se all know dat 'bout three years ago, dat de makers ob watches jined togeder fo' de purpose ob keepin' up de prices, in order dat a libin' could be made out ob de sales ob dere goods, an' to stop de loss to de retail jeweler, which was gettin' worse an' worse. De jeweler when he bought his goods from de travelin' man, was not suah what de price would be when de traveler came 'roun' agin. He was only suah dat dey might be worf less; he was suah dey would not be higher. Did dey succeed? Deed dey did, honies, an' fo' three years not one ob dem lost a cent. Was dey satisfied? You jess bet dey was. What made de row, den? De same ting dat made de debil tempt Adam to eat de apple. De same ting dat always tempts people to do what is wrong, an' neber tempts dem to do right. *It was envy!* Dat am de word, belubed hearers. You heah my horn, *envy* am de word! Was it de Keystone Watch Case Company dat was envious? Course not. Dey am not built dat way, an' dey hab no cause to be. Envy am all on de odder side. Der am not a niggah in dis house dat knows a water-

melon from a peanut dat does not know dat it would be impossible fo' de Keystone to get envious. What de debil would dey get envious 'bout. Dey is on top. An' der dey is goin' fer ter stay as long as der am a dog in de world to tie a snide case on.

It am, deah Enlightners, de same old story ob one honest man, an' all de rest ob de world am de rogues. Dat is lookin' at it from de one man's standpoint. An' yet der was a few jewelers dat was foolish 'nough to believ in de story ob de one man. I'se not surprised to see all de wool on de top ob your heads stan' up in astonishment, but it only proves dat de world am made up ob many kinds ob people. But it does seem strange dat jewelers who had been usin' de goods ob de Association members for years,—goods on which dey had made der reputation an' livin',—dat dey had done sold to der customers, remarks dat dey was de best, etc., an' dey had foun' dem so, should all at once become no good; an' de only proof dey had ob dis was de word ob envious competitors, who had been bounced out ob de s'ciety kase dey would not keep der word. Der am an old sayin' 'bout consistency bein' a jewel dat will come to de minds ob members ob de s'ciety right here, an' I will rest five minutes fo' you all to see de pint, an' at de same time a pictuah by de artist ob de s'ciety, which am appropriate to de occasion, as it shows de position ob de Boss among its envious competitors.



De Boss ob Dem All.

I'se berry glad to say dat I foun' berry few jewelers on de side ob de kickers. Dey all understands dat when a man can't sell his goods dat he gets mad. Dat he neber tinks it am de fault ob de goods or his own, but it am always de fault ob his wicked competitors, who generally goes 'bout der business makin' an' sellin' de goods, an' lets de outside parties do all de shoutin'. An' you can always tell who it am dat am gettin' de worst ob it by de shoutin'. When dogs or men fight de one dat does de hollerin' am not de one dat am winnin' de fight. Any fool knows dat. Yet der am some people in de world dat tinks odderwise. Der are some people dat tinks noise am success, dat beliefs ebry ting dat am told dem. But I'se glad ter say dat dese people am not among de retail jewelers. An' I'se also glad ter say dat de trouble is over. De jewelers understands de situation. Dey know who it is dat sustains de prices an' keeps de goods out ob de hands ob improper persons. Dey also understands dat if de Association should go to pieces dat de berry debil would be to pay. Dat no protection fo' de manufacturer an' jobber means no protection for anyone. Dat it would be a case where

money would talk, an' dat de debil would catch de hindmost one. An' any jeweler who does not understand dat a manufacturer must hab protection from envious competitors who rely on underhand work to sell goods, does not understand de situation. An' also dat it am de interest ob de honest manufacturer to protect de retailer in de same way. It am a case of mutual protection, an' de jeweler who does not see it in dis light had better get out his eye-tester an' see what am de matter wid his eyes.

I tinks all your eyes am good enough to see de pint dat de artist wishes to show you in dis pictuah.



Dis cat am being drowned in de sea ob unpopularity, which am a warnin' dat you will all understand.

De Secretary will now read you a few lettahs dat he hab received from de trade in regard to dis affair:

BOSSVILLE, May, 1888.

TO DE ENLIGHTENERS:—Tings am jess boomin' heah. All de jewelers handlin' de Boss an glad to see dat de Association hab won de fight, as I knew dey would. I wants prices kept up, an de goods kept out de dry goods store. A fellow sellin' goods outside ob de Association was in my store, an tried to scare me by sayin' dat "if Smith dont buy, Brown will," means dat if de jeweler don't buy de dry goods man would. I kicked his coattail ober his ears.

PENDANTBOW PATTERSON.

KEYSTONEVILLE, May, 1888.

DEAH ENLIGHTENERS:—'Rah for de Association an de Boss case! Trade in dese goods am boomin'. A trabeler for de goods dat de Association fired, was in my stoah and said dat he had sold a retailer \$1,000 worth ob his goods, an I would get left. I went to see de jeweler. De traveler had left one case on memorandum. I set de dog on dat trabeler.

Yours,

THUMBSCREW JONES.

LEADERTOWN, May, 1888.

BELUBED ENLIGHTENERS:—A blower for de goods dat is made by parties dat de Association bounced, was in town to-day, an' blowed an' blowed. He blowed so much dat he created a blizzard, but could not sell his goods. A tramp kicked him out ob town.

GOLDJOINT CARTRIGHT.

STARPORT, MAY, 1888.

DEAH ENLIGHTENERS:—I'se wid de jobbers in dis fight. Kase dey hab supported me, an gib me credit at a time when I could not pay, an by dis means enabled me to make money. Besides dey has a full line ob odder goods, an also dose dandy cases made by de Keystone, which outside dealers can't get. Yours, for de Boss an de Association.

GOLDCAP HARRISON.

SILVEROID CITY, May, 1888.

MY DEAH ENLIGHTENERS:—I see in a paper a lettah from a jeweler ob dis city runnin' down de Association. He am no good. Always deals in snide cases, an' last week he took de snide case off my dog's tail, an den wrote dat lettah sayin' he could get cases an movements separate.

Yours for de Boss,

SOLIDBOW PARKER.

Der am a lot more from some jewelers who are opposed to de Association, dat will be sent to *Judge*, de comic paper, an' in which dey will appear as new spring jokes.

De artist hab sent in a couple ob com-

panion pictuhs dat will be hung up in de hall as a warnin'. De history am dat ob a trabeling man who was sellin' snide cases, an' he done tole de boys dat if dey would brush him well, he would make dem a nice present. Dey done so, an' he done gib dem snide cases. Dey killed him.



Brushing for a Present.



Presents Returned Without Thanks.

Der am a number ob tings on my desk, an' among dem some charges against certain members dat needs investigation. But de law must be carried out, an' der is goin' to be a bouncin' bee in de Philadelphia branch ob de organization.

We will now adjourn on de motion ob Takedecake Lewis, an' seconded by Peekaboo Falkner, dat we give three cheers for de Association an' de Boss case. Let her go Ephraim.

## THE FIRST RAZOR.

The earliest reference to shaving is found in Genesis XII., 14, where we read that Joseph, on being summoned before the King, shaved himself. There are several directions as to shaving in Leviticus, and the practice is alluded to in many other parts of Scripture. Egypt is the only country mentioned in the Bible where shaving was practiced. In all other countries such an act would have been ignominious. Herodotus mentions that the Egyptians allowed their beards to grow when in morning. So particular were they as to shaving at other times that to have neglected it was a subject of reproach and ridicule, and whenever they intended to convey the idea of a man of low condition and slovenly habits, the artist represented him with a beard. Unlike the Romans of a later age, the Egyptians did not confine the privilege of shaving to free citizens, but obliged their slaves to shave both beard and head. The priests also shaved the head. Shaving the head became customary among the Romans about 300 B. C. According to Pliny, Scipio Africanus was the first Roman who shaved daily. In France the custom of shaving arose when Louis XIII. came to the throne young and beardless. The Anglo-Saxons wore their beards until, at the conquest, they were compelled to follow the example of the Normans, who shaved. From the time of Edward III. to Charles I. beards were universally worn. In the reign of Charles II. the mustache and whiskers only were worn, and soon after this the practice of shaving became general throughout Europe. The revival of the custom of wearing the beard dates from the time of the Crimea, 1854-55.



Representatives, Representing Representative Houses.



W. B. Osgood,  
with Hayden W. Wheeler & Co., New York.



H. H. Bradley,  
with C. J. Alford & Co., New York.



John W. Steele,  
with C. J. Alford & Co., New York.



James L. Clark,  
with C. J. Alford & Co., New York.



C. N. Frazier,  
with H. M. Smith & Co., New York.



Will J. Eroo,  
with Geo. W. Pratt & Co., New York.



C. D. Tallmadge,  
with E. D. Vosbury & Co., New York.



John J. Hampton,  
with H. E. Droz, New York.



A. E. Whitney,  
of Whitney Bros., Boston, Mass.



Fred Bennett,  
with Whitney Bros., Boston, Mass.



Gustave A. Felber,  
with A. Paul & Co., Boston, Mass.



Charles W. Finlay,  
with A. Paul & Co., Boston, Mass.



John W. Campbell,  
with Goldsmiths Co., Toronto, Canada.



John F. Logan,  
with Goldsmiths Co., Toronto, Canada.



Walter J. Barr,  
with Goldsmiths Co., Toronto, Canada.



C. D. Maughan,  
with Goldsmiths Co., Toronto, Canada.



Will G. Smith,  
with John M. Bonnet, Zanesville, O.



C. H. Taylor,  
with John M. Bonnet, Zanesville, O.



A. C. Bard,  
with Otto Young & Co., Chicago, Ill.



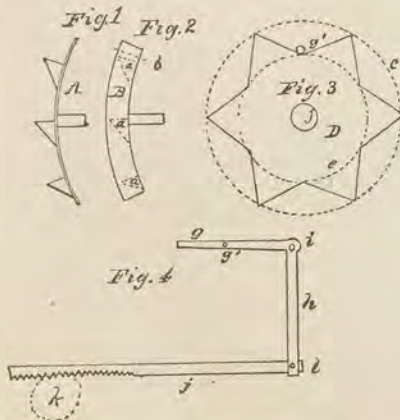
Moritz Stein,  
with Stein & Elbogen, Chicago, Ill.

## JACK-KNIVES.

IT would be well to add to our wheel some segments cut from card-board, to make it look more like a real water-wheel. You should lay these out with the dividers, and cut them out with scissors. At Fig. 1 is shown a view of part of the edge of the paper-wheel described in March KEYSTONE. At Fig 2 is shown one of the paper segments put on. The paper buckets show at the dotted lines *a, a, a*, and the paper segment at *B*. The segments should lap about a quarter of an inch, as shown at the dotted line *b*. The segments are shown one-fourth size. The first effort we make will be



to produce a forest mill for sawing wood for fuel, and a man splitting it. A general idea is given in the above cut of how the device is to look when completed. All the machinery necessary for such a display is quite simple after the scenic part is done, and for the scenic part a very slight knowledge of drawing is necessary. A rough landscape painted directly on the bottom of the box will look pretty, better than you think. For causing the saw to go back and forth it is not necessary to have a crank. A wooden wheel, two inches in diameter, will produce the motions necessary. Take a piece of thin wood, about one-eighth of an inch thick, and sweep a circle two inches in diameter, as shown at *c, c*, Fig. 3, while the dividers as set at one inch space the circle *c, c* into six divisions, corresponding to the points of the star as at *d*. Next set your dividers to five-eighths of an inch, and sweep the circle *e*, then sweep the circle *f*, by setting the dividers at one-fourth of an inch. This last circle is to be cut out to fit on the shaft of the eight-inch sand-wheel. This wheel *D*, having six notches, will cause the saw on the log to move back



and forth six times for one revolution of the sand-wheel. The parts necessary to produce motions of the saw are two pieces of thin wood put together to make a bell crank, as shown at *g, h*, Fig. 4. These pieces are glued together at *i*, and work on a pin joint. The saw *j* is jointed to *h* at *l*, and lays in a notch in the log *k*. The friction of *j* on *k* will be very slight, if *j* is made as it should be—quite light. The piece *g* has a smooth round pin *g'* inserted into it, which drops into the notches in *D*. This piece *g* should

be made only heavy enough to move *j* back and forth. The bell crank, composed of the pieces *g, h*, and the part of the saw attached to *h* at *l*, is placed behind the support which holds the end of the sand-wheel shaft. This support for the end of the shaft is made up of thin wood, and painted to represent large blocks of timber. The man splitting a block is worked by another notched wheel made of thin wood also placed on the main wheel shaft. This wheel has only four notches, and these cut so the axe falls suddenly, and one of the teeth which does the lifting should be cut shorter than the remaining three, to make it look as if the workman made a light blow once in four. In describing such little devices, it is hardly necessary to give minute details. A better way is to convey the idea of the general principles, and leave the pupil to arrange the small details for himself. The figure of the man splitting a block of wood has the arms jointed at the shoulder, and makes a very natural motion by a joint and one lever. In our next we will give a full-sized drawing of the man, so it can be pasted on card-board and cut out. Then a little coloring with water colors will give a more natural look.

## AN ALARM CLOCK UNDER THE SOFA.

A mother on Madison avenue lately requested her daughter, who is just approaching womanhood, to give her beau a hint that she must not sit up later than 10 o'clock. This the girl was reluctant to do, but her little brother threatened that unless she did he would open the parlor door and announce the paternal edict. The sister supposed that she had put a quietus on her brother by reminding him of his playing hookey and forging his mother's name to excuses from school to go skating, not forgetting to mention the little riding whip his mamma kept in her room. All this, however, was not enough to keep the youth from getting even with his sis' beau for not giving him anything Christmas.

The other evening he got an alarm clock with a bell as loud as the gong on the "Brooklyn Bridge" bob, and placed it under the sofa where his sister and her betrothed were to do their spooning. The hands were pointed at 10. The unsuspecting girl heard the tick, but took it to be her lover's Waterbury. He was just tickling her ear with a yarn about a horse his papa was going to buy when the gong sounded. There was a pause, and then, as though understanding the meaning, he grabbed his hat and never stopped running until he struck the door stoop, when he flew. The boy had iced the steps. The little brother now takes a cushion to school with him.—*Albany Journal*.

## A REVIVAL OF CORAL JEWELRY.

A lady well-known in society caused considerable comment among her friends recently by appearing in public decked out in ornaments of coral. Inquiry proved that she wore them on a wager, and that they were the property of her mother, cast aside years before. It was noted with some surprise that they became her admirably, despite their old-fashioned air, and the incident has given rise to a discussion in the charmed circle upon the advisability of a crusade in

favor of the revival of coral. It is not so many years since it held a high place and furnished a prominent industry in France. The Empress Eugenie, when she set the fashion for the world, was extremely partial to ornaments of this sort. The Russian ladies of to-day wear it a great deal, and among the Orientals both sexes affect it. The artistic effects possible by a combination of gold and coral are great; in fact, there is almost unlimited scope for the exercise of the jeweler's taste and ability. An attache of a jewelry house, in speaking of the matter a day or two ago, said: "The almost complete absence of coral from the show windows of to-day is a noticeable fact, and I cannot pretend to explain why it is so little worn by the present generation. I feel confident that if more coral jewelry was kept in stock it would before long become fashionable once more. My reason is that coral is becoming to nearly everybody. Its brilliancy makes the skin look whiter by contrast, and with dark hair it harmonizes beautifully, while its effect is also very agreeable when in conjunction with blonde tresses. Like all fashion in gems, this has had its ups and downs, but it is always in favor in some part of the world, proving that the taste for it is really almost universal. It is now a long time since it reigned in the fashionable world here, and I would not be surprised to see it come in again."

THE Marquise ring has gained favor among the ladies, and is very popular when composed of small but fine diamonds. From London comes what is called the bangle ring, which consists of a gold hoop that nearly meets on top of the finger, either end being set with a gem, usually a ruby or brilliant. Of English origin, too, is the horseshoe ring, which, as the name indicates, has its gem setting in the form of a horseshoe. A very effective ring seen was a plain gold band widening slightly at the top and set with five fine pearls, graduated as regards the size, the largest one being in the center. Quite a popular ring is what is termed the diamond half hoop ring, set with diamonds half way round.

## OLD JEWELRY.

Everything is put on the scales and paid for by the pennyweight, and according to the fineness of the gold. This is determined by means of a touchstone, and a set of test fingers graduated from five to twenty-two karats. The article of jewelry is rubbed on the stone, making a bright yellow mark. Several marks are made with gold of a known fineness, and nitric acid is applied. All of the base metals dissolve, leaving only the gold. The distinctness of the remaining mark determines the carat, or fineness of the gold. When a quantity of old jewelry accumulates, a lot of it is carefully weighed and given to the melter. He presides over a number of white-hot furnaces in an adjoining room. Taking the mass of earrings, brooches, chains and trinkets, without a thought of their tender associations, he dumps them into an earthen crucible shaped like a flower pot. Putting in some chemicals that act as a flux and absorb the impurities, he places the crucible in one of the furnaces. In five minutes the crucible will be white with heat, and the contents a liquid mass. Taking a long pair of tongs he moves

the crucible from the fire and places it on the stone hearth to cool. This takes some time, but when it is done, a stream of cold water is thrown on the crucible to finish the operation. Then a sharp blow with a hammer breaks the crucible and a large lump of yellow metal drops out. This is remelted in another pot and poured into molds that shape it into bars. It is now called bullion, and is handed to the assayer to have its actual value determined. He takes it to a large cutting machine that shaves a slice off one corner as easily as a knife cuts cheese. Taking the sample to a delicate balance which is enclosed in a glass case to shut out draughts and dust, he weighs out one pennyweight. Putting this through a process of rolling and annealing, he dissolves the silver by boiling in nitric acid and weighs the pure gold. From this he calculates the value of the bar. A great many pieces of jewelry are sold for melting down that do not reach the melting pot. They are of queer design and ancient workmanship, and are valued as antiques. Only the intrinsic value of the gold they contain is paid for them, but they are sold on account of their artistic merit at many times their cost.

It is said that all the Presidents of the United States, except Gen. Harrison, had blue eyes. Among the great men of the world blue eyes appear to have been predominant. Socrates, Shakespeare, Locke, Bacon, Milton, Goethe, Franklin, Napoleon and Humboldt, all had blue eyes.

A syndicate has been formed in London to promote and to monopolize, if possible, the sale of Australian rubies.

## PLACER MINING IN PROVIDENCE.

A novel spectacle has lately been witnessed in Providence, nothing less than gold digging in the heart of the city. On the wastes known as the Cove lands, north of the Union Station, rich placer digging is going on that will probably yield big for two or three months to come. On the wastes is a broad pile of the rubbish of the Chase Building, one of the half dozen imposing blocks that were wiped out in the half-a-million-dollar fire of February 15 last.

In the building was the manufacturing jewelry establishment of W. H. Robinson & Co. Shortly after the fire the mass of rubbish and earth that lay piled in the cellar was carefully carted to and dumped on the Cove lands, and a watchman was stationed over it, and has been on guard there day and night ever since. Now the firm is mining for its gold and silver after the old California method of sluice washing. An engine pumps water for the sluiceway from a pond a few hundred yards up the Woonasquatucket river. The sluiceway is about 100 feet long, and is made up of boxes or sluices each about ten feet long. They empty into a basin which contains the quicksilver necessary for securing the washed gold and silver. The earth and rubbish are thrown in at the head of the sluiceway and washed and sifted by each sluice until nothing but the finer particles float onward to the quicksilver basin. The scene is almost as picturesque as some of Bret Harte's descriptions. This novel "claim" is expected to yield \$7,000 or \$8,000 worth of the precious metals.



## The Keystone

A monthly journal for the Jewelry Trade, published at Nineteenth and Brown Streets, Philadelphia. Price, 50 cents a year in advance.

CORRESPONDENCE and other copy for publication should reach the KEYSTONE before the FIRST of each month.

ADVERTISING rates for column, double column quarter page, half page, and full page advertisements furnished on application at this office.

CIRCULATION is 15,000 larger than that of any other journal of its class, reaching every jeweler in the United States and Canada.

THE KEYSTONE has a bona fide circulation of 22,000 copies.

Address all communications to  
"THE KEYSTONE,"

Nineteenth and Brown streets,  
Philadelphia, Pa.

J. T. WILLIAMS, Editor.  
S. H. STEELE, Publisher.

PHILADELPHIA, MAY, 1888.

### REMEMBER THIS.

Circulation alone gives value to advertising. The greater the circulation of any paper, the greater its number of readers; and the greater the number of readers, the greater the number of customers.

Men advertise for customers. How can they best reach them except by putting their advertising in those journals that are most widely read. The KEYSTONE is such a journal.

Look around and see for yourself.

WE must congratulate ourselves on the spirit with which our friends are "booming" the rise of the KEYSTONE to fifty cents. Our subscriptions are coming in doubly as fast as when we put the price at twenty-five cents. Gentlemen, we are thankful—awful. It shows you appreciate our efforts to give you the best the market affords.

WE are pleased to see the salutary effect of the "pinching process" on some of the catalogue houses. They blow and bluster and still advertise Association goods, but many of these institutions are getting down to a hard pan basis, and are trying to induce such as are tempted to deal with them, that Swiss imitation, and goods made outside of the Association, are just exactly as good. "Snakes die hard," still, "all must die," as the Arab proverb has it.

"COMPARISONS are odious," writes some one who would like to be considered authority. Now it strikes us that this is eminently true when the inferior is to be compared to the superior, but it is the only method by which true merit can be established and pronounced upon. The Keystone Watch Case Company invite comparison. They desire dealers throughout the country to compare their products, grade for grade, with similar goods manufactured by competing concerns.

WE propose to make an arrangement with one of the country's best chemists, for a series of articles on "Worshop Chemistry." Not a work on chemical abstractions, but such chemistry as applies to compounding alloys, tempering steel, and performing the various technical processes of the jeweler and watchmaker. We would like the opinion of some of our twenty-three thousand readers on this effort of ours. It will cost us something, but our aim is to furnish what our readers desire.

WE are in receipt of several letters from different parts of the country in regard to our suggestion for forming a State and National Association of Practical Watchmakers. We would like to have published all of these letters, but could not well discriminate and publish a few. Don't let the matter rest, gentlemen. Keep the ball rolling, and we will soon see something tangible come out of it. Let those in our larger towns make a move, and report to us.

YOUNG engravers, and those well up in the trade, should provide themselves with one of the KEYSTONE'S Portfolios of Monograms. Portfolio and KEYSTONE one year, \$1.00. To others the Portfolios are seventy-five cents. These impressions are from the original steel plates—quite equal to any bank note.

ATTENTION is called to the advertisement of Bowman & Musser, jobbers, of Lancaster, Pa. These gentlemen having bought out the entire stock of watch material of Lissauer & Sondheim, of New York, for cash, now propose to close out their surplus stock at astonishingly low figures. It would be well to write them, enclosing business card, for prices of staple material, like mainsprings, watch glasses, hair-springs, hole jewels, etc. If you knew their prices you would not wait long. Their price lists are only sent to legitimate dealers, and, if by any accident, they fall into the hands of outsiders, these parties could make nothing out of them, as the prices are given in cipher, to which they would not have the key.

WE are requested by the Keystone Watch Case Company to say in explanation of the advertisement of the Giles Anti-Magnetic Shield that they do not have in stock the James Boss Filled Gold Cases fitted with these Shields, except the regular 18 size in hunting and open faces. Box joints and other unusual sizes are only fitted as "special" cases.

IN this age of applied electrical devices and magnetic machinery one does not know at what instant he is going to run against a dymano or electric motor of some kind, which will render his fine watch useless as a timekeeper. Having a prudent dread of this thing, it stands those in hand who have fine timepieces to provide a protection for them which will prevent these pernicious magnetic influences. A very cheap and perfect protection is afforded by one of the Newark Watch Case Material Co.'s protectors, illustrated on page 14.

MR. HENRY ABBOTT, 4 Maiden Lane, New York, is always busy changing key-winding to stem-winding watches. It is astonishing to see the number that comes in for changing.

To do business in this day one has got to push himself forward and make known to the public what he is doing and what he has to sell. We do not know of any better method for attracting the notice of those who pass along to a jeweler's business than one of A. G. Schwab & Bro.'s Automatic Watch Signs. All persons are on the lookout for anything that moves, and as these signs, when the slightest breeze is stirring, are on the go, they cannot help attracting attention.

WE would call the attention of the trade to the Niagara Falls Chromo Paper Boxes made by the Wiesbauer Manufacturing Co., of Buffalo, N. Y. These boxes, done up with cotton enclosed, and wrapped in fine, white paper held by a rubber band, make a most attractive box, and also a valuable advertising medium for jewelers.

THE chief feature of an optical store is an attractive spectacle sign. The Philadelphia Optical Company have introduced a new and very striking sign, in four different sizes, which they will sell to their customers at cost price.

THAT a school for producing practical watchmakers is very much needed no one will dispute. The KEYSTONE gave some months ago its ideas on a school of this kind, and has seen no reason to change its views. Mr. W. F. A. Woodcock has opened a school for watchmakers at Winona, Minn. Mr. W. is a fine, practical workman, and has excellent tools and facilities for instruction.

FRED I. MARCY & Co., of Providence, are pushing their "Sensible" Scarfholder and Collar Button, and the "Sensible" is pushing them to supply the demand, but F. I. M. & Co., are equal to the occasion. Their New York sample office is now located at 198 Broadway.

THE Acme Pen Co., of 130 Fulton Street, New York, are producing a pen that is rapidly coming to the front as a fountain pen. We know of many who use these pens, and have yet to hear of a complaint.

THE New York Standard Watch Co., announce H. B. Clafin & Co., as the wholesale selling agents for their watches in New York, Manchester and Paris.

MR. J. ALLEN, of 29 North Broadway, Yonkers, N. Y., sends us a box of his Engraving Paint. We have tried it, and it works very satisfactorily. His ad. will be found on page 13.

THE wholesale watch and jewelry house of McCarty & Hurlburt removed May 1st from their old stand at 131 North Second Street to the new and handsome building at 938 Market Street, and at the same time the firm style of H. O. Hurlburt & Sons, was adopted, Mr. H. O. Hurlburt having admitted his two sons, Mr. Wm. H. Hurlburt and Mr. Frederick B. Hurlburt to an interest in the business. Mr. Hurlburt has been sole proprietor of the business since Mr. McCarty's death in 1879. The business was established in 1814, by James Peters, succeeded by Butler & McCarty, and then by McCarty & Hurlburt, and is the oldest jobbing jewelry house in Philadelphia. Since 1818 the business has been carried on at 131 North Second Street—a period of just seventy years. But of late Mr. Hurlburt came to the conclusion that it would be wise to recognize the westward tendency of trade, and Market Street being the great jobbing headquarters in this city, he secured, a short time ago, the new four-story and basement building at the address already given—a location that could not possibly be improved upon. The business relations of this firm have been too widely and favorably known to need comment.

### Special Notice.

There is always a certain satisfaction in doing business with an old friend, one on whom we can in every instance rely. It frees us from the restraint of perpetual vigilance, to look out for some species of deception or fraud. How aptly this applies to handling James Boss Filled Gold Cases. In dealing in these goods, thirty years experience has taught the trade that they are the only filled gold cases giving complete and entire satisfaction. Many pretentious competitors for public favor have attempted to trade on their reputation, but their failure has in every instance been pronounced and complete. To-day the James Boss cases lead the market as perfect types of this class of goods, and why should they not? Are they not as elegant and every way as serviceable as a solid gold case, except they lack a few pennyweights of gold, which, if it was actually in the case, could never be seen, or of any possible service? Dealers buying these goods always feel assured they are getting exactly what they pay for; and in handing one over the counter to a customer, and repeating the guarantee of the Keystone Watch Case Company, placed in the back, they feel as safe as if repeating the date and hour of an eclipse which they read predicted in an almanac. No dealer, who has handled promiscuous filled gold cases for the last five or six years, but must be convinced that many of this class of goods cannot be conscientiously guaranteed for ten years, although they contain a guarantee from the maker for twenty years. That the James Boss Filled Gold Cases are the best finished and most elegantly engraved cases on the market, no one can deny, and that they contain more gold, and will stand more service than any filled gold case manufactured, is an incontrovertible fact.

KEYSTONE  
WATCH CASE COMPANY.

DAVID CONOVER & Co., advertises on page 19 a new 16 size movement from the Waltham. The trade will do well to write, enclosing business card, for prices, as they send out no price lists.

H. H. HEINRICH, located at 14 John Street, New York, furnishes the trade with fine chronometers. He sells on the installment plan—that is so much a month until paid for. His instruments are very carefully rated.

MESSRS. BRIETINGER & KUNZ, doing business as jobbers at 37 and 39 N. 9th St., Philadelphia, have fine lines of diamonds, watches and jewelry especially adapted for spring trade. Their line of watch material is very complete. They are also agents for G. Beckers fine regulators.

THE enterprising firm of H. B. Sommer & Co., are producing a very attractive line of display cases. Such cases go a long way toward making a show window attractive.

THE public are warned against a party traveling around the country and representing himself as traveling for R. & L. Friedlander. Messrs. W. C. Lippus, Abe Hartis, Louis C. Moss and Edward Kornfield represent this enterprising house.

THE *Patentee* is the name of a monthly journal published at 1301 K St., Washington, D. C., in the interest of inventors and manufacturers.

THE April number of the *Century* is one of unusual merit, both in text and illustrations.

MESSRS. BOWMAN & MUSSER, of Lancaster, are disposing of their extra stock of watchmakers material at a sacrifice.

MESSRS. J. T. SCOTT & Co., of 4 Maiden Lane, have been behind with their orders in the watch department, but claim now to be fully caught up and ready to supply the demand promptly.

MR. H. H. KAYTON, of 82 Nassau Street, New York, has an ad. on page 9 which we suggest would be for the benefit of our readers to read. At any rate, send and get prices quoted.

FRED. HAPPEBERGER, of Cincinnati, O., manufactures a desirable line of countersinking and milling tools. His P. O. Box is 303.

MR. MURRAY M. HARRIS, of the firm of M. M. Harris & Co., of Los Angeles, Cal., went and done it—and no doubt done it premeditatedly—got married on the 16th of April last. Long may they live to enjoy that "glorious climate of California."

AFTER considerable delay and litigation among the several applicants as to priority etc., the authorities at Washington by their letters patent No. 15304, have granted to S. F. Myers & Co., of New York, the use of the words, "The Globe" in conjunction with an illustration of the hemispheres. They will use it on such articles as are of their own importation or manufacture, in the various watch, clock, jewelry, silverware or material departments of their business.

# The NIAGARA FALLS Chromo Paper Boxes.

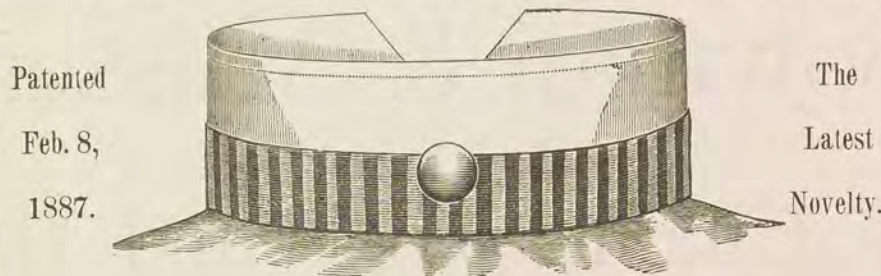
The most attractive paper box and best advertising medium for Jewelers.

The boxes are all done up in cotton, enclosed and wrapped in fine white paper held by a rubber band. In this way, they are kept clean and ready for use.

Price, including printing, per gross, of six series, \$4.00.

Manufactured by  
**Wiesbauer Mfg. Co.,**  
Buffalo, N. Y.

## The "Sensible" Scarf Holder and Collar Button.



A Collar Button and Scarf Holder combined.

Prevents the Scarf from Sliding up on the Collar  
Ask for the Sensible Collar Button.

Try It.

Also the  
Acme Lever  
Sleeve Button



Manufactured and  
sold to the  
Wholesale Trade  
only by

**Fred. I. Marcy & Co.,**  
**Manufacturing Jewelers,**  
Providence, R. I., U. S. A.

JEWELERS who like an outing, and have a penchant for duck shooting and fishing, had ought to post themselves on the merits of a portable canvas boat made by N. A. Osgood, Battle Creek, Mich.

WE have tried one of Hammond's grinding wheels, and are convinced they are all he claims. His address is W. F. Hammond, Greenport, Suffolk Co., New York.

WATCHMAKERS can not fail to appreciate the efforts of W. F. Nye, of New Bedford, Mass., to produce superior watch oils. He has improved where improvement seemed impossible.

MISS CLOCK was married last week. She was a young lady of striking beauty.—*Chicago Sunday National*. And she of course is up to the times.—*Gorham Mountaineer*. Hope she don't keep her hands over her face all the time.—*Electric Light*.—Nor make her husband go on "tick" too much.—*Baton*. We also hope she is full of good works.—*Attleboro Advocate*.—For if so her husband will not want to lever.—*Jewelers' Weekly*.

There should be a stop put to this, and insist it is quite time to wind the subject up.—KEYSTONE.

### FIRST LESSON IN HOROLOGY



Do you see the man talking to the watchmaker? The man is lying to the watchmaker. He is telling the watchmaker that his watch does not run; that it has not run since the watchmaker cleaned it, about a month ago; that it always ran well before it was cleaned, but that he can do nothing with it now. Does the watchmaker know the man is lying? Yes; the watchmaker has turned

to his record, and has found that it is a little over eighteen months since the watch was cleaned. Is the watchmaker surprised to hear the man lie so? No; the watchmaker is not surprised; he has heard the same lie told by other men every day for twenty years. Will the watchmaker tell the man he lies? No; the watchmaker will say to himself, "Poor man, he has a short memory." Does the watchmaker know what is the matter with the watch? Yes; the watchmaker knows the man was drunk last night, and while he was drunk he put his button-hook in the watch and turned it four times around, and thought his watch was wound up, but the watch was not wound up. The watch cannot be wound up with a button-hook. Will the watchmaker tell the man he knows the man was drunk? No; the watchmaker is a good watchmaker, and a wise man. He will not tell the man he should not get drunk. He will tell the man "It is dangerous to wind a watch with a key, especially if the key is out of order; a key is also liable to be lost or mislaid, and much trouble and inconvenience caused by the watch running down; it would be better, much better, more convenient and safer, to have one of Abbott's Patent Stem-Winding Attachments, fitted to the watch, and then the present trouble would never occur again."

Electrotypes of the "First Lesson in Horology" as above, will be furnished to Retail Jewelers for use in connection with their own advertisements in local newspapers, etc., by

**Henry Abbott,**  
Manufacturer of  
Abbott's Patent  
Stem Winding Attachments.  
No. 4 Maiden Lane, New York.

## Special Announcement.

WE have just closed the largest transaction in Tools, Materials and Optical Goods in the history of that line in recent years, having purchased the entire stock of Messrs. Lissauer and Sondheim, 12 Maiden Lane, New York, who will discontinue that department of their business.

Our own stock, previous to this purchase, was very full and complete, and this addition will enormously overstock us in certain lines. For the purpose of quickly reducing this overstock to a manageable point, we shall at once offer the Trade such inducing prices as have never before been touched in this country. We particularly invite the attention of Manufacturing Jewelers to this occasion, as the extraordinary figures secured by us in this large cash transaction, enable us to quote prices on Tools and Materials in their line very much below current lists. We invite correspondence for details of prices.

We wish to dispose of certain lines at once, so as not to mix the goods with our former stock. Among these is a lot of over 1200 gross of watch glasses, which we shall offer in quantity at 40 per cent. below any price we have ever seen or heard of—Genevas at ir\* per gross, etc. This quotation is subject to advance without further notice, in the probable event of a general advance in price by watch glass makers. The high reputation and increasing favor secured to our own importation of watch glasses—the “B & M” line—induces us to guard that superior line from any mixing whatever.

Our clerks are now busy classifying and assorting the stock. Any goods which show marks of handling or are in any way not absolutely perfect will be offered at any price which will close them out immediately. The occasion offers opportunities to buyers rarely met with. Mail orders, large or small, will receive prompt attention. Samples sent on request.

## Bowman & Musser,

Jobbers in

## Watches, Chains, Tools and Materials,

Lancaster, Pa.

General Selling Agents of the “Lancaster” Engraving Block. For sale by nearly all Material Jobbers.

We append a few items as an index of prices in this special sale:

Silver Bezels, assorted sizes, full dozens, -	\$u.aa* per dozen.	Ordinary Hair Springs, - - - - -	ol* cents per gross.
Imported Mainsprings for Am. Watches, good, tl*	cents “ “	Swiss Dials with seconds, assorted sizes, full dozens,	\$u.il* per doz.
Good Swiss Mainsprings, - - - - -	rl* “ “ “	English Dials, - - - - -	\$n* “ “
Geneva Tweezers, - - - - -	9 cents each.	8 and 10 Leaf Pinions, assorted in full dozens, to reduce	
Jewelers’ “ - - - - -	4 cents to 8 “ “	stock. (About 200 dozens.) - - - - -	nl* cents per dozen.
Jewelers’ Square Saws, - - - - -	6 cents doz., 60 cents gross.	Hollow or Solid Riveting Anvils, - - - - -	10 cents each.
Borax Brushes, - - - - -	80 cents to \$2.25 “	Gilt Jump Rings, - - - - -	\$u.ll per gross.
No. 21 Rubber Eye-Glasses, - - - - -	ol* cents per dozen.	Genuine “Dennison’s” Mainspring Gauge, - - - - -	\$2.40 each.
Common Steel Spectacles, - - - - -	\$r.tr* per gross.	Over 1000 dozens Files, all kinds. Corresponding prices in quantity.	
Silk Guards, almost any price. (Send for samples.)		Large Stock of Pliers, all kinds.	
Jewelry Repairing or Jobbing Material, very low, in quantity.			

\*Send for Cipher Key to Advertising Price Mark, as we do not publish plain figures in goods bought by Retail Jewelers to be sold again.

AGENTS WANTED.  
**LADIES' and GENTS' CUFF-HOLDER.** Sample pair by mail, 25c.  
 C. E. KATSCH & CO., P.O. Box 1114, New Haven, Conn.

**CHARLES KOHLBUSCH,**  
 Manufacturer of  
**Fine Balances and Weights**  
 For all purposes.  
 35 Nassau St., N. Y.  
 Send for Catalogue.  
 Repairs promptly attended to.

**HOUGHTON & CO.,**  
 Manchester, N. H.  
 Manufacturers of face plates and sidereads. Prices reasonable, and quality guaranteed. Ask your jobber for one on approval.

**ACME FOUNTAIN PEN.**  
 Combining Penholder and Inkstand, fitted with best quality of gold pen, warranted perfect in every part, equal to pens costing double the price. Plain Case, \$1.25; Chased Case, \$1.50.  
**ACME STYLOGRAPHIC PEN.**  
 Our Spring Stylographic Pen is the best, cheapest and the simplest constructed Pen ever made. Every Pen warranted to work perfectly. Plain Case, 65 cents; Chased Case \$1.00.  
 Sent by mail on receipt of price. We guarantee satisfaction. Liberal discount to Agents. Send for price list. (Size of Pen opened, 6 inches.)  
**ACME PEN COMPANY,**  
 130 Fulton St., New York.

**Hibarger's Oil Cabinet.**  
  
 Here is just what you want to set off your bench. One of HIBARGER'S PATENT OIL CABINETS. It is a pretty ornament, and perfectly protects the oil from dust and light. On the top you can put your eye-glass and screw drivers.  
 Wholesale Agents:  
**Sussfeld, Lorsch & Co., New York.**  
 All Jobbers have them. Price \$2.50.

**Ball's Pat. Eye-Glass Hook.**  
 Patented Jan. 24, 1888.  
 The best and only Safe, Reliable and Durable Hook made. It has no projecting point to catch, and by its strong, firm, yet pliable compound spring action securely holds the glasses from falling off in stooping, jumping, etc., yet are easily removed by hand as desired.  
 This Hook fills the demand jewelers and Opticians are having as regards Safety, Neatness, Price, etc., which no hook has done heretofore. Sold by Jobbers in Materials, Jewelry, etc. To introduce them, will gladly send samples (free) to the trade on receipt of Business Card.  
**C. S. Ball, Syracuse, N. Y.**

**Tools**  
 For Jewelers, Watchmakers, Engravers, etc.  
 Write for prices. All correspondence promptly answered.  
**Tallman & McFadden**  
 1025 Market Street.

**Cash for Old Gold and Silver.**  
 We pay cash for silver and gold. Returns made same day as received.  
**E. & J. SCHWEIKERT,**  
 No. 19 W. 4th Street, Cincinnati, Ohio.

**SUPERIOR ESTAB. QUALITY 1824 MUSIC BOXES**  
 1876  
 Gaißschi & Sons PHILA. 1030 Chestnut St. PHILADELPHIA. SEND STAMP FOR CATALOGUE.

**BUY THE BEST.**  
 Tweedle Dee and Tweedle Dum, the Best and Cheapest Nickel Time and Alarm Clocks made.  
**Oskamp, Nolting & Co.,**  
 Wholesale Jewelers, Cincinnati, Ohio.

  
 Do you use a polishing Lathe or a lathe of any kind? If so, and you have not a  
**Hammond Wheel**

You are simply behind the times. More and finer glass grinding and polishing can be done in one hour, than is possible to do all day by the old rigs—or new—for ten times its price.  
 No set of lathe furniture complete without it. For sale at all stock houses, or free by mail on receipt of price, \$1.00  
**W. F. HAMMOND, Man'fr,**  
 38 Main St., Greenport, Suff. Co., N. Y.

**Allen's Engraving Paint.**

  
 The best thing ever invented for professional and amateur engravers. Wet the paint, put on with brush or finger; it dries instantly; then sketch on paint with pencil. Manufact'd by **J. ALLEN,** PRICE, 25c.  
 20 N. Broadway, Yonkers, N. Y.  
 The only thing of the kind in the market. Used by all professional Engravers. You can draw any design on the paint without going through to the metal and scratching it, by putting a thin coat on the metal. When engraving is done, blow your breath on paint, and wipe off. For monogram designing it cannot be excelled. Just the thing for the amateur engraver. Sent postpaid on receipt of postal note for 25 cents. Manufactured by **James Allen,** 29 N. Broadway, Yonkers, New York.

**Barnes' Patent Foot-Power Polishing Machine.**

  
**THIS** Polishing Machine has advantages that were never before gained by any application of foot power for this purpose. All the appliances common to the polishing departments of jewelry manufacturing establishments can be tried on this machine, and equal results attained. It is inexpensive, and dealers cannot afford to be without an outfit.  
 The consequence and convincing powers of a salesman are poor inducements to the purchaser as compared with a well kept stock of goods, that have their original charms of polish, luster and freshness.  
 Our Lithological or Lapidary Lathe has the same application of foot-power, and it is giving results never before reached by any other application of foot-power for this purpose. These machines are of great value to Jewelers, and their correspondence is solicited. Illustration Catalogue FREE.  
 Address, 660 Ruby Street,  
**W. F. & John Barnes Co.,**  
 Rockford, Ill.

**Star 10 K.**  
**Filled Gold Watch Cases.**



**WHEN** it comes to cheap filled gold watch cases, then it is that "morning stars of filled gold watch cases sing together"; and well they may, for they form a galaxy of beauties in their sphere. Laying all hyperboles aside, the Star Filled Gold Watch Cases made by us are far superior in every sense to any other cheap filled gold case on the market. We say boldly, without any fear of contradiction, that for color and elegance of engraving, they lead the trade. In addition to these attractive qualities, they have the gold in them to wear ten years—and we mean ten years. This we guarantee, and no one can dispute it as being good.



**Keystone Watch Case Company,**  
 Philadelphia.

New York.

Chicago.

Something New and Low Priced  
**INSULATED WATCH PROTECTORS.**

Will Protect all Watches against Magnetism.

Convenient in Use.

Made in various Sizes.

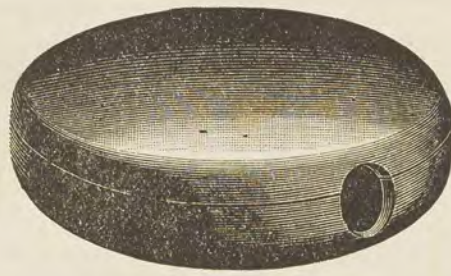
Perfect in Action.

Price within the reach of Everybody.

For Sale by all Jobbers and Wholesale Dealers.



Pat. Applied For.



Pat. Applied For.



Pat. Applied For.

Manufactured only by the

**Newark Watch Case Material Co., Alex. Milne, President.**

Manufacturers of PENDANTS, BOWS, CROWNS, SPRINGS, etc.

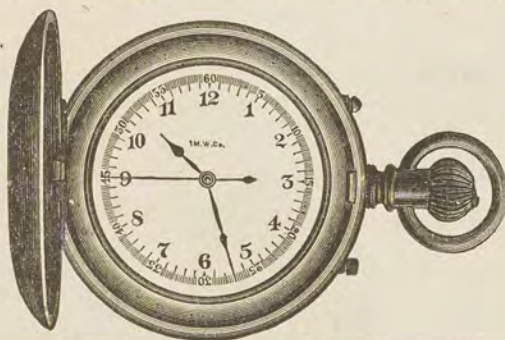
New York Office: No. 41 Maiden Lane.

Mention this Paper.

Factory: No. 19 Ward St., Newark, N. J.

**Manhattan Watch Co.,**  
Manufacturers of  
**Low Priced Watches.**

Sold DIRECT to the RETAIL TRADE.  
List Prices \$5.00 to \$15.00. Discounts given on application.



Three-Quarters size cut of Stop Watch.

Movements with or without  
Sweep Seconds and Stop Attachments.

Nickel-Silver and Gold Plated Acid Proof, Open Face and  
Hunting Cases.

**Every Watch Fully Guaranteed.**

Sample of any style will be forwarded by registered mail to any dealer not  
having them on application with business card.

Office and  
Salesrooms

234 and 235 Broadway,  
New York City.

Opposite Post Office.

**STERN & STERN**

Importers of

**DIAMONDS,**

and Jobbers of

**American**

**Watches.**

No. 13 Maiden Lane,  
New York.



W. H. Sheaffer & Co.,

612 Chestnut St.,  
Philadelphia.



Manufacturing  
Jewelers.

Link, Band and Wire BRACELETS.  
Lace Pins, Ear Rings, Sleeve Buttons, Studs and Locketts.  
Diamond Mountings and Diamond Goods.  
Designs made to Order and Estimates furnished.



Headquarters  
for

Musical Boxes,  
Jacot & Son,

37 Maiden Lane, New York.

All our Music Boxes are provided with  
Jacot's Patent Safety Check.

Send business card for Illustrated Catalogue. Send 25 cents for our book, "How to repair Musical Boxes." Second edition. It should be in the hands of every watchmaker.

Removal.

H. O. Hurlburt & Sons,

Successors to

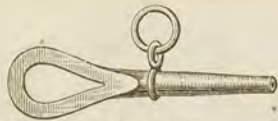
McCarty & Hurlburt, 131 N. Second St.,

Wholesale Watches and Jewelry,

have removed to

938 Market Street,  
Philadelphia.

To Watchmakers.



Pat. Jan. 25, 1881.

THE LOOP KEY cannot be excelled in  
quality and finish.



Pat. Aug. 30, 1880.

THE DIME KEY has the same enduring  
qualities.



CLARK'S FIVE HOLE CASE SPRINGS. None better or more reliable for repairing.

Made by

A. N. Clark, Plainville, Conn.

Sold by the Trade.

Rare Chance to buy  
Silver Watch Cases

at greatly reduced prices.

We have recently purchased the ENTIRE STOCK OF DISCONTINUED SILVER CASES from the WALTHAM WATCH COMPANY, consisting of 2½ and 3 oz. Open and Hunting Case Stem Winders, which we shall offer to the Legitimate Jewelry Trade until May 1st at GREATLY REDUCED PRICES. Dealers desirous of taking advantage of this RARE OPPORTUNITY to buy cases

At below any previous or present prices, are requested to forward their orders or send for price list without delay. Our stock of Gold and Filled Ladies' and Gents' Cases is one of the most complete in the market. We carry a complete line of all grades of Movements, which will be furnished with Cases if required.

Stern Bros. & Co.,  
No 30 Maiden Lane, New York.



H. M. Betz,

No. 631 Chestnut St., Philadelphia, Pa.

Manufacturer of

Society Badges, Charms, Scarf-Pins and Rings.

Made of Solid Gold, handsomely enamelled, patented designs. Send for Price List containing cuts of Charms, Badges, Scarf-Pins, Rings, etc. Badges and Charms of all organizations made to order.

The Best  
and Cheapest Watch.

THE NON-MAGNETIC WATERBURY.

Sold only

by the Retail Watch Dealers.

The Waterbury Watch Co.,

Factory: Waterbury, Conn.

New York Office: 92 and 94 Liberty St.

Geo. Merritt, General Selling Agent.

Birch's Patent Bench Keys.



No. 41 Bench Key (Nickel Plated with Hard Rubber Handle.)

Engine Turned, Assorted Patterns.

Sold by the trade.

Circulars on application.

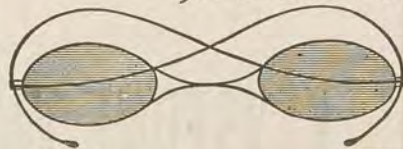
John S. Birch & Co., 182 and 184 Lewis St., N. Y.

The Philadelphia Optical Co.,

(Limited,)

916 Chestnut Street, Philadelphia, Pa.

Manufacturers of



Lenses, Gold, Silver and Steel  
Spectacles, Eye-Glasses etc.

The Chief Feature of an Optical Store is an Attractive Spectacle Sign.

Recognizing this fact, we have had made very attractive light wooden spectacle signs, bound in iron, and set with blue glass in four different sizes, and which we will furnish our customers with, at cost. If you need one, write us, and we will furnish price.

Special Notice.

When you wish Gold, Steel, Rubber, Zylonite or any other kind of spectacles or eye-glasses, send to us for a sample line, and compare the quality of our goods and the prices of same, with other lines on the market.

There is nothing like comparisons. We don't believe in boasting of what we can do—any house can boast.

"The proof of the pudding is in the eating." send for a sample line, and judge for yourself.

King & Eisele

Buffalo, New York.,

Are offering for a short time their

Snaps No. 2, 3, 4, 5 and 6

At usual snap prices. Send business card for the lists, and take advantage of a bargain that can be given only by King & Eisele, because they run their own factory.

Factory, 198 and 200 Terrace St.

Salesrooms: 283 Main St., and 2, 4, 6 and 8 Swan St.



# "WHAT IS IN A NAME"

Shakespeare.

There is everything in a name. The concentrated efforts of a lifetime all lie crystalized in a name. Never has a more apt illustration of this occurred than in the James Boss Filled Gold Watch Cases. Thirty years of honest service have won for them a name—a great name.

Now we wish all dealers in watches in the United States and Canada to bear in mind that the James Boss Filled Gold Watch Cases are ever worthy of their well-earned good name. And remember, too, that these cases contain more gold, are better made, and are more elegant in appearance than any other filled gold watch cases manufactured.

## KEYSTONE WATCH CASE CO.,

PHILADELPHIA.

New York.

Chicago.

## FASHIONS IN JEWELRY.

An oxydized silver feather is a neat lace-pin.

A pretty vinaigrette is in the form of an acorn.

A very pretty card case is of silver in the heraldic work.

A very pretty mirror for a chatelaine is in applied silver.

Hairpin boxes are shown in applied and heraldic silver.

An odd pin cushion of silver in the shape of a boxing glove.

An owl's head is among the popular designs in silver for pins.

Shoe buttoners in every conceivable pattern are made in silver.

A novel design in lace-pins is a wish-bone of oxydized silver.

A beautiful lace-pin is a bird on the wing in oxydized silver.

Complete toilet sets in rococo chasing seem to be very popular.

A whip in oxydized silver is another pretty pattern for a lace-pin.

A tobacco box is of oxydized silver in the shape of an old shoe heel.

A beautiful bonbon box is in antique silver, studded with garnets.

A very pretty purse is of silver webbing, with a genuine silver dollar cover.

Brushes for gentlemen's use in heraldic silver are among the useful novelties.

A short link chain with medallions at each end is a neat pin in oxydized silver.

Shoe horns in a great variety of designs are found among the jeweler's stock.

An odd scarf-pin is a South American mummy's eye set in an eagle's claw of gold.

Beautiful toilet and manicure sets are in silver and ivory, representing the antique.

Ladies' shopping bags with beautifully decorated clasps of solid silver are much worn.

A beautiful lace-pin is made to represent three ostrich feathers. It is of oxydized silver.

A very pretty pin is of oxydized silver in the form of an ivy leaf, with a fly in the center.

A pretty bracelet is of oxydized silver in the form of a link chain, with a padlock for a clasp.

Wild violets and other tiny flowers of rose diamonds, with ruby centres, find favor as scarf pins.

Hairpin boxes in rococo chased silver have taken the place of plush and morocco, and are very pretty.

An elaborate bracelet is of heavy Roman gold, with eight beautiful sapphires set in four diagonal rows.

Among designs for scarf pins are found four oxydized copper cloves, imitating a four-leaved clover.

A brooch suitable for half mourning wear is a Berlin or black iron scroll, beautifully mounted with diamonds and pearls.

A beautiful ornament in the way of brooches is three entwisted wreaths of enameled forget-me-nots with diamond centers.

Silver is used for everything that one looks for at the jewelers, even finger rings, set with precious stones, being in great demand.—*Jewelers' Journal.*



Our Illustrated Catalogue—Largest and most complete published. Sent to the trade FREE. Sole Agents for Improved Terry Clocks.

48 and 50 Maiden Lane, 33 and 35 Liberty St., New York.

Importers, Exporters, Jobbers or Controlling Agents in all lines of goods that appertain to the Legitimate Jewelry Trade.

21 Different Departments. 21

Requiring and Occupying Larger Salesrooms than any other Wholesale Jewelry House in the World.



I. Bedichimer,  
616 Chestnut Street, Philadelphia.

Manufacturers of

Masonic Marks,

Society Emblems, Pins and Jewels.

Highest award at Franklin Institute, 1874, International Exhibition, 1876.

Breitinger & Kunz,

Importers, Manufacturers, Jobbers and Dealers in

Diamonds, Watches, and Jewelry,

Silverware, Musical Boxes, Foreign and American Clocks,  
Watchmakers Tools and Materials.

No. 37 and 39 N. Ninth St., Phila., Pa.

Sole Agents in the United States for G. Becker's Regulators.

L. Lelong & Brother,

Gold and Silver Refiners, Assayers

AND

Sweep Smelters,

S. W. Corner Halsey and Marshall Sts.,

NEWARK, N. J.

Established 1866.

Pfaelzer Brothers & Co.,

Manufacturing Jewelers.

Importers of

DIAMONDS.

Wholesale Agents of all makes of

AMERICAN WATCHES.

819 and 821 Market Street, Phila., Pa.

Our line comprises *everything* from the cheapest to the finest in Jewelry, Watches, and Diamonds; our assortment of stock is second to none in this Country and always at bottom figures. Goods cheerfully sent on selection, but those unacquainted with our House will please furnish references.

We sell on close profit and short time only.

## HOW TO CALCULATE ADVERTISING RESULTS.

How to compute the value of advertising and approximate some idea of what mediums and manner of advertising accomplish the best results is a problem that stares every intelligent advertiser in the face. That this matter often proves a difficult problem to solve must be admitted by all publishers and advertisers.

Many advertisers are in the habit of looking too much for *direct, immediate* results upon which to base their estimate. A careful record is kept of all orders and letters of inquiry that mention the name of the journal or magazine the "ad" was seen in. This is entirely too narrow and strict a rule and is bound to deceive and misinform advertisers. Of ten purchasers, who send in orders from reading the advertisement, barely one mentions the name of the paper in which the "ad" was seen. Then the ten orders that result directly from the insertion of the "ad" in a certain journal only secure a credit of *one* on the records as kept by most advertisers. This is neither fair nor accurate; the general volume of business after appearance of advertisement must be compared with that existing before, proper allowances being made for any fluctuations of the market. The line of business in which the purchaser is engaged very often indicates the paper in which he would most likely be able to see the advertisement, though he may not state the fact in his original order.

Another mistake often made is to build too strongly on the results being *immediate*. Certain articles are only purchased once a year, or once in every two, three, four or five years. While there is a constant demand, the sales may be crowded into a couple months of each year as new companies organize or old enlarge at certain seasons in preference to others. A party intending to purchase does so only after due reflection and reasonable time, so that your sale this year or next, or even two or three years hence may result from the reading of your advertisement last year. Parties intending to purchase always examine all the trade journals in their line and read and post themselves on the relative merits of the articles advertised. Steady, continued advertising is the only method calculated to secure the patronage of this class of purchasers. Fitful advertisers only stand in their own light and lose nine-tenths of the benefits derived by more judicious advertisers who keep their business bulletins always hanging on the outer walls, ready for the inquiring purchaser, no matter what hour he may happen along.

Another point, when the individual or firm that propose either starting or enlarging begin to hunt up and decide *where* and *what* to buy they invariably consult the representative journal of their trade, and while even in that there may be a multitude of choices and houses advertising the same character of goods, they always select one of those advertising, wisely deeming an establishment, that is too timid or non-progressive to present a list of its spectacles along with other competitors in the same line, as being behind the advance of the times and unworthy of patronage.—*American Lithographer and Printer.*

Manicure sets in rococo chasing are shown.



Gold | Keystone | Cases.  
Filled



REPEATED solicitations have induced us to produce a filled gold case intermediate between the James Boss and Star Filled. It is now in the hands of the jobbers, and is known as the "KEYSTONE FILLED," and is stamped with this

Trade  Mark.

We warrant it to contain as much gold as any filled gold case made except the James Boss. The finish and ornamentation speak for themselves.

The price is lower than that of any other filled case which can be in any way compared to it. We should give you the price here, except we are opposed to quoting prices in such a public manner. If you will inquire of any of the jobbing houses with whom you deal, you can obtain the price and see samples.

Now as to the guarantee—we will not issue any guarantee which we feel any hesitancy about, nor which we cannot fully protect, nor which will, in any manner, cause the retailers any annoyance. We have therefore guaranteed this case for fifteen years, as our experience of over thirty years in the filled case business proves conclusively to us that a filled case to be safely guaranteed for twenty years, must be constructed upon the same principles and contain at least as much gold as the Jas. Boss case.



Keystone  
Watch Case Company,  
Philadelphia.

New York.

Chicago.



---

The 16 Size  
Three-Quarter Plate Watch Movements

Manufactured by the

American Waltham Watch Company

named "ROYAL,"

are now ready for delivery by

David. F. Conover & Co.,

S. E. Corner Chestnut and Seventh Sts., Philadelphia, Pa.

DAVID F. CONOVER.

B. FRANK WILLIAMS.

Prices sent to Watchmakers and Jewelers only.

We issue no Price Lists.

---

Retail Dealers

can assure their customers that a

James Boss Filled Gold Case

fitted with a

GILES' ANTI-MAGNETIC SHIELD

will perfectly and entirely protect their movements from the effects of magnetism. Your jobbers can furnish you with a full line of these cases provided with such shields.

---

Keystone Watch Case Company,

Philadelphia.

New York.

Chicago.

Every live jeweler sells them.

Diamanta Spectacles and Eye-Glasses.

Manufactured only by  
M. Zineman & Bro.,

130 S. Ninth St., Phila., Pa.  
In Gold, Silver, Steel, Alloy, Nickel, Nickel-plated, Zylonite, Rubber, etc.



We have a special sample line containing our leading styles which we will send, express prepaid, upon receipt of \$5. This special line embraces goods made only by us, and we want every Jeweler to see it, because it will enable him to order goods he must have and save him the delay which would otherwise ensue. The demand for the "Diamanta" goods is increasing daily, and every wide-awake dealer makes a specialty of them. We send a complete advertising outfit and a show case, or a Spectacle cabinet with every large order. We are always glad to hear from you and furnish any information. Our department for making Prescription Glasses is complete. We employ only skilled workmen. Our prices are unusually low.

Music Boxes.

SUPERIOR QUALITY

J. R. Painter's

Wholesale and Retail Salesrooms,  
1208 Chestnut St., Phila., Pa.

Send for Catalogue and Price List.

Old Music Boxes carefully repaired by experienced Workmen from Switzerland.

N. B.—Special attention given to Jewelers' Trade.



Established 1870.

J. L. Clark,

Refiner and Sweepmelter of

Gold and Silver

No. 823 Filbert Street,  
Philadelphia, Pa.

Gold and Silver of any kind bought.

Send by Mail, Express or Freight.



S. Kind & Co.,

441 and 443 Market Street, Phila., Pa.

Wholesale Dealers in

American Watches,  
Jewelry and Silverware.

We carry a full line of all grades of movements and cases in 14 K., 10 K., Wheat and Eagle. Full line of Boss and other filled cases. Mail orders get our special attention.

Our motto: "No Misrepresentation."

Penna. Smelting Co.,

Sweep Smelters and Refiners of

Gold, Silver and Precious Metals.

Mining Reports  
and  
Assaying a Specialty



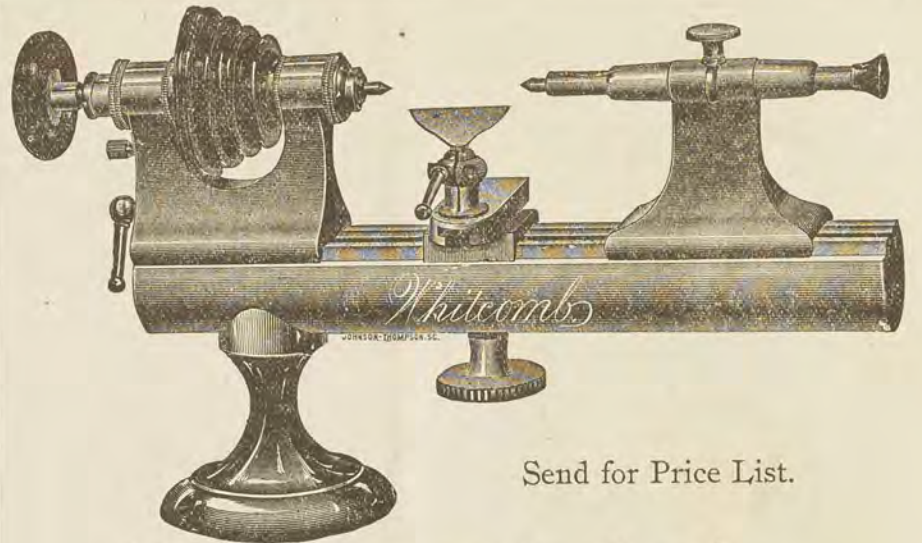
Gold, Silver  
and  
Platinum Bought.

Special attention given to  
Smelting all kinds of Sweeps and Residues.

Metals received by Mail or Express promptly remitted for.

Office: 918 Filbert Street,  
Philadelphia.

Works: No. 3 Fetter's Lane.



Send for Price List.

Non-Magnetic Lathe.

The Whitcomb Lathe is positive; the Webster Foot-Wheel is negative, and the belt completes the connection, so that this combination never magnetizes watches.

American Watch Tool Co.,  
Waltham, Mass.

Fred. Happersberger,

Manufacturer of

Countersinking and Milling Tools for  
Watchmakers and Jewelers Use.

Patented February 23, 1886.

For Sale by all first-class Jobbers. Send for Price List illustrating eight styles with full explanations.

Fred. Happersberger,

P. O. Box 303.

Cincinnati, Ohio.

The Best Watch Oil Ever Produced.



Every watchmaker in the world is acquainted with the fact that the Oil that will stand the lowest temperature is invariably the one that gives the best results.

Working upon this fact, we have found that our Watch and Clock Oils, when passed through the process of refinement at temperatures lower than 20° below zero, are freed from all impurities that Corrode and Blacken the Pivots of a Watch, at the same time they are rendered Perfectly Unaffected by Heat or Cold.

We have spent much time and money in determining this method of refinement, and the exquisite quality of the goods that were produced by our experiments caused us to immediately establish a refinery at a high Canadian latitude, where the work could be carried on uninterruptedly in severe cold.

Watchmakers have always found trouble, even with the best known Watch and Clock Oils, and have strongly desired an article that could be invariably relied upon. We are the first to respond to the demand for an improvement in these Oils, and we invite the severest tests that can be applied to them.



*William F. Nye*

In use upon all Watches sent out from the Waltham Factory.

MR. WILLIAM F. NYE,

Waltham, Mass., Nov. 11, 1887.

DEAR SIR: It is now one year and nine months since I commenced testing your Watch Oils, and it affords me pleasure to state that I am satisfied with the results. They have been subjected to various tests, but the severest and best test has been its actual use upon watches carried in the pocket. In every instance your "Melon" and "Jaw" Oil has made an excellent showing. The "St. Albans" Oil which you sent me a few months ago, is, I believe, from such tests as I could give it in so short a time, a better oil than you left with me nearly two years ago, and to which I have made reference. It is essentially the same, except that it seems to have more "body," and, therefore, will no doubt wear longer. It shows no tendency to "dry up," "spread" or "gum" when subjected to high temperature (200° F.) for several weeks. We received the Oil ordered from you, and I trust it is all the "St. Albans" brand. I term it the "St. Albans" Oil to distinguish it from regular oil or that which I first had. I now have so much confidence in this oil that I have ordered its use upon all watches sent out from the factory. It may seem to you that it has taken me a long time to arrive at a conclusion regarding your oil, but unfortunately, it takes a long time to thoroughly test watch oils, and it is a matter of great importance to a large Watch Company.

Yours truly,  
D. W. ELDRIDGE,  
General Inspector American Waltham Watch Co.

To the Watch and Clock Trade.

Realizing that we were in possession of the finest stock of raw material for such goods, the "Jaw" and "Melon" Oil, and knowing from years of experience the great difficulty of producing a uniform quality of this Oil in a climate so variable as in the vicinity of our factory at New Bedford, we attempted the scheme of refining it in a higher latitude, and accordingly a stock was sent to the borders of Canada—St. Albans, Vt.—and after a thorough chilling at a temperature 35° below zero, the process of refining was completed at an average temperature of 20° below zero. The experiment was a great success, and we can now assure the trade that we have produced the finest quality of watch and clock oils ever shown to the world. Watchmakers have only to ask their dealers to send them a bottle of Nye's Watch or Clock Oil to prove the correctness of our statement.

WILLIAM F. NYE,  
New Bedford, Mass., U. S. A.

Straight Line Lever Escapement—Two Pair of Jewels—Diamond Silver Case—18 Size—Quick Train—  
Stem Wind and Set—Second Hand

# NON-MAGNETIC BALANCE.

To the Jewelry Trade.

Revolution at Trenton.

Our Improved Case with Jointed Back and Bezel adds another practical feature to our Watch,

“The Trenton”

Is now THE LEADING low-priced Watch. Profitable to Jewelers and satisfactory to those who carry them. We guarantee each Watch to be a good Timekeeper. No Jeweler can afford to be without them.

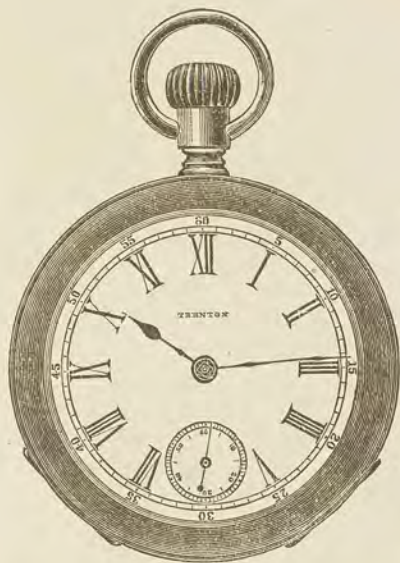
The DEMAND for a good cheap Watch is acknowledged by all. We sell only to the legitimate Jewelry Trade. Send for sample Watch, or for prices and terms. Show cards furnished all customers.

Sold by all Leading Jobbers.

## Trenton Watch Co.

Trenton, New Jersey.

New York Office: 202 Broadway, New York.



Be on Time.

Don't get Left.



**H. H. HEINRICH,**  
Chronometer Manufacturer, and Agent for K. Zimmerman Watches,  
No. 14 John Street, New York.

Chronometers sold on installments on terms to suit the purchaser.  
Chronometers to Rent. \$5 per month.

This cut is a Marine chronometer with Heinrich's adjustable balance. Certificate from U. S. observatory. In order to give an opportunity of examining and testing my chronometers, I will rent them out at the rate of \$5 per month, payable in advance. To those desiring to purchase chronometers, after examining them, an allowance of the first month's rent will be made from purchasing price.  
A large stock of new and second-hand marine chronometers on hand for the trade. All my second-hand chronometers are in the very best condition, readjusted, and look like new. Springing and Adjusting with C. A. Paillard's Palladium Balance Springs a Specialty.



Successors to  
JACOB COLTON & CO.,



**W. W. Coomes & Co.,**

Manufacturers of

Gold and Silver Spectacles, Gold Eye-Glasses, and  
Gold and Silver Thimbles.

Long Meadow, Mass.

All our own New and Original Specialties. Every live Jeweler should keep abreast of the times, and see our new styles.

## H. B. Sommer & Co.

Jewelers' Paper and Plush Boxes,  
Patented and other Specialties.

The Plate Glass Specialties are the only Dust-Proof Trays  
and Boxes in the Market.

Send for Catalogue.

Discounts to Jobbers.

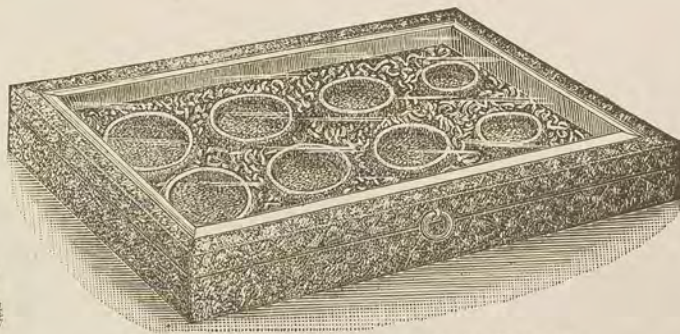


Plate Glass Box for 1/2 Doz. Tea Spoons.

628 Arch Street,  
Phila.



Shell Watch Boxes. \$12 per Doz.



Patent Plate Glass Watch Tray. 11 1/4 x 8. Price \$4.50.

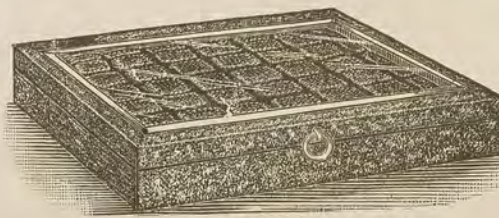


Plate Glass Ring Tray. 8 1/2 x 7. Price \$3.50.

Beveled Plate Glass Mirrors for Jewelers' windows: Size 12x12, \$1.50 each; size 12x15, \$2.00 each; size 15x18, \$2.50 each. Beveled edge signs printed in gold for Jewelers, etc. The following mottoes, \$3.00 per Doz.: "Watch and Jewelry Repairing," "Spectacles and Eye-Glasses," "Fine Holiday Presents," and "Birthday and Wedding Presents."

Manufacturers of  
Paper Boxes, Cards, Tags, Cotton, etc., etc.



Sole Proprietors of  
Schencks'  
German Putz Pulver.  
The best powder for Silverware  
in the world.

Price, per gross, \$5.00.  
" per dozen, \$0.60.

Our Patent Plate Glass  
Top Watch Boxes, \$15.00  
per dozen.



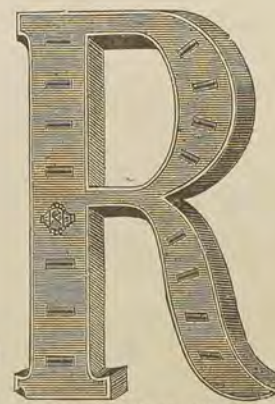
Klotz's Patent Tray.

Sole owners of Patent, and Manufac-  
turers of Klotz's Ring and Thimble Trays.  
No. 1. Size, 9x6, \$2.00 each.  
No. 2. Size, 10 1/2 x 7 1/2, \$2.50 each.



Pat. Sept. 15, 1885.

Sole Patentees of Album-shaped Boxes  
for Watches, Drops, Lace, Cuffs, Sil-  
verware, etc.



Pat. July 25, 1884.

Our Patent Initial Tray  
for Rings, Drops, Lock-  
ets, etc. Price, \$3.50 each.



Keystone Solid Gold Cases.

We show on this page some new designs in Solid 14 K. Cases, and we cannot refrain from saying we feel a sense of pride in presenting a line of goods so well calculated to please the most fastidious tastes. All we regret in regard to the designs shown is that these black and white prints do not give the glint and glow of these superb cases, and would suggest that to convince yourself of the superiority of these cases over all others, to order a few from your jobber.

Keystone Watch Case Co.,  
New York. Philadelphia. Chicago.







Only one Size made.

Total height from base to top of bow, 6 ft. 6 inches. Height from base to top of crown, 5 ft. 10 in. Extreme width, 4 ft. 3 in. Diameter of dial, 3 3/4 in. with opening circle in centre, showing wind-wheel 22 in. Any air stirring gives motion to the wind-wheel, thereby turning the hands on both sides. Constructed throughout of heavy galvanized iron with bearing parts strengthened. Wheels of movement brass with steel pinions, etc. Dial and wind-wheel finished in black. Balance, including figures and hands, gilded with best quality gold leaf. The material and workmanship throughout is of the very highest grade.

THERE has already been offered to the Jewelry Trade an awful variety of Watch Signs—big and little, gainly and ungainly, sightly and unsightly, etc.

## The Automatic Watch Sign

is the ONLY Sign possessing that real merit

### Attractiveness,

beside being BEAUTIFUL, WELL-CONSTRUCTED and FINISHED and consequently LASTING.

Sold through all Jobbers.

A. G. Schwab & Bro., Mfgs.,  
Cincinnati, Ohio.

## Aurora Watch Company

Manufacturers of

Full Plate 18 Size Movements

of Superior Finish and Time-Keeping Qualities of Highest Character.

### The Best Watch Made for the Price.

Eleven Grades of Open Face Pendant Setting Movements.

Eleven Grades of Htg. Stem Wind Movements.

Seven Grades of Key Wind Movements.

Five Grades of Adjusted Movements with Breguet Springs and Patent Regulators that are especially adapted to the requirements of railway service.



No connection with Trusts or Combinations.

Movements are sold without Cases.

Jobbers and Dry Goods Stores do not get them.

All movements are sold by the Company direct to the Retail Dealer and to Jewelers only.

Dealers are protected from unfair competition.

Manufacturers also of the GUILD Watch, made under special contract with the U. S. Jewelers Guild and bearing its registered trade mark. Sold to none but members of the Guild.

Write to the Factory for information.

General Office at the Factory.

### Aurora, Illinois

## The Sensation Collar Button. Solderless.

Composed of Two Pieces only, with fine  
Foil Stone Head.

A perfect imitation of a



## Diamond Collar Button.

Is now offered to the trade in three sizes, Nos. 723, 724, and 924. Numbered Illustrations above show EXACT size. SENSATIONS also made in NINE sizes plain without stone.

## Howard & Son,

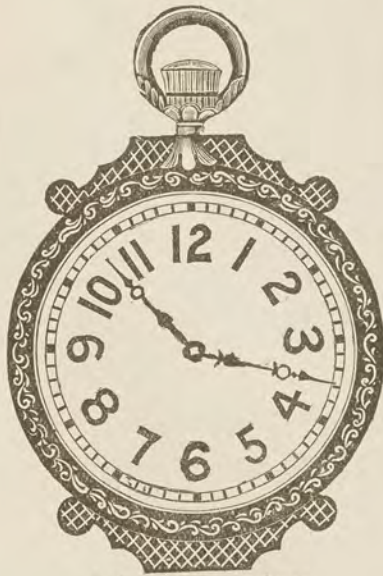
102 Orange Street.

Providence, R. I.

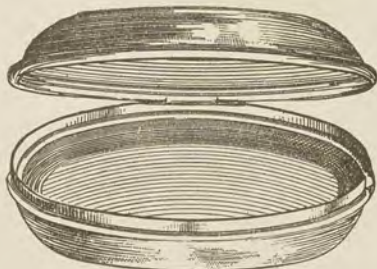
We sell to Jobbers only.

We will on application furnish any retailer with names of jobbing houses carrying above goods. Mention KEYSTONE.

## R. & L. Friedlander.



A few lines of signs.  
Send for Prices.



Watch Protectors.  
\$2.50 per Dozen.



Adjustable Casesprings.  
Best in the Market.  
50 cents per Doz.

Watches, Jewelry,  
Optical Goods and Jewelers' Supplies.

We have on hand a large stock of Bamboo goods and offer the following bargains:

1000 dozen Bamboo Vest Chains @ 75 cents per dozen.  
1000 " " Guards @ 50 cents per dozen.

65 and 67 Nassau Street, N. Y.

Send for Price List.

Have you seen the

14 K. 1-4 Gold Chain of  
R. F. S. & Co.'s make?



HEY are warranted to wear TWENTY-FIVE YEARS, and are made in open curb trace and cable links. What use has any one for a solid gold chain that will soon have to be sold for old gold at a GREAT SACRIFICE, when for one-fourth of the money they can procure an article equally satisfactory?



Krementz & Co.,  
184 and 186 Broadway, Cor. John Street,  
New York.

Manufacturers of

Fine Gold Jewelry,  
and the Well-Known  
"ONE-PIECE"

G  
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BUTTON in ten sizes.

Ask your Jobber for them or address  
Krementz & Co.,  
182 and 184 Broadway, New York.

S. C. Scott.

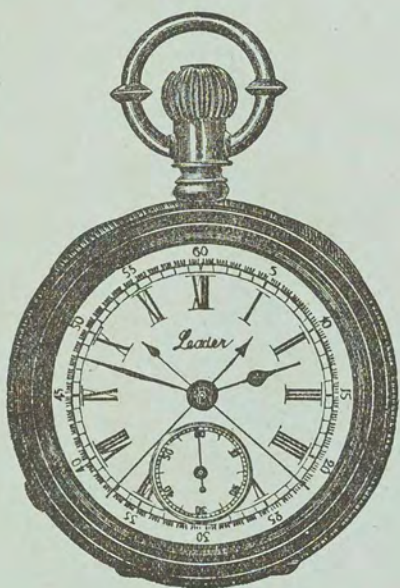
Established 1847.

J. T. Scott.

The Latest:

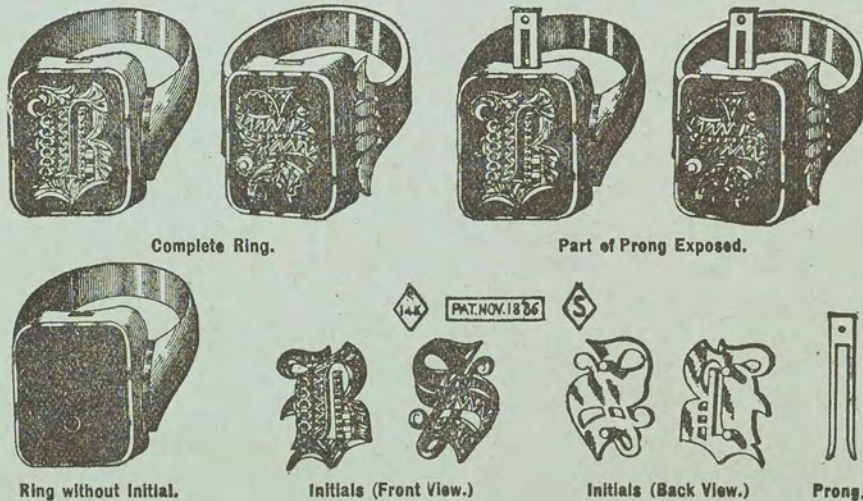
# “THE LEADER,”

The Cheapest  
Open Face



Split Second Watch  
in the Market.

Also our  
“SUCCESS”  
Initial Ring.



Ask our Travelers for them and send for samples.

## J. T. Scott & Co.,

4 Maiden Lane. - - - New York

Jobbers in all kinds of  
**American Watches.**

Importers of SWISS WATCHES, including a  
full line of Chatelaine Watches in Gold, Silver and Nickel.

Also a full line of  
**Diamond Goods,**

Comprising Loose Stones and Mounted in Ear-Drops, Lace-Pins, Scarf-Pins, Collar-Buttons, Fancy and Solitaire Rings.

Sole Agents for Chas. F. Tissot & Son's Fine Movements, fitting the 6 and 16 Size Elgin Cases; Also for Nickel Open-case Roskopf and Triumph-Roskopf Watches.

Largest and most complete Stock ever offered.

Would call special attention to our full and complete line of Chronograph Watches.

Our Jobbing Department is under our Personal Supervision.

The Julius King Optical Co. have their New York Office in our Store.

**“We Lead, Others Follow”**

**In the Manufacture of Solid Gold Watch Cases**



THIS is not mere assumption, but attested by hundreds of dealers scattered over the United States and Canada. The strongest evidence, however, is the constantly increasing demand for our goods. Order a few samples from your jobber.

See Pages 10 and 22.

**Keystone Watch Case Company,**  
Philadelphia.

New York.

Chicago.