

THE KEYSTONE

IN THE INTEREST OF THE JEWELRY TRADE.

Volume 8.

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Number 11.

ON THE WING.

WANDERINGS OF OUR PERIPATETIC WATCHMAKER.

Letter from Laston. First of a series, which give his experience during his travel in search of health.



ARRIVED here to day, as per date. Found the reporters of the three daily papers of this town asleep at the cross roads, waiting for me. After arousing them, and a libation of watch oil from my private bottle, we proceeded to exchange chestnuts. I found when closely questioned as to the exact population of Laston, they did not know. And here allow me to remark it seems to be a grand characteristic of reporters, when you rub off the slight gilding worn on the surface and come fairly down to the solid brass of their composition, they "don't know" on almost every subject. After satisfying their craving curiosity for knowledge of my name, age, revenue, and private opinion on civil service reform and dignity of the press, we parted with

"A lingering look of fond regret,"

And I think a mutual feeling that we had met and made nothing of each other in a financial sense. After this I resolved to "do" the town by myself with "critical, sly inspection."

Usually when I arrive in a strange city or village, I examine first the principal business street, for end shake, side shake, etc.; then trace out the side streets, to see if there is any lost motion and ascertain if the business part is well regulated, and has a good motion. Here I found four so-called leading jewelry stores; two of which gave an impression of what is termed a "struggling existence." Being somewhat of a philosopher, I always like to try and analyze the cause of success and failure, and determine for myself, if I can, why Brown & Co. lead, and Smith & Co. follow; whether it is location, more capital, superior business energy, social relations, or what or why? Such investigations are I think conducted with better hope of getting at the true cause, where one is in no way biased by predilection, as would be the case if intimate with the parties. Certainly, however, there can be nothing of more importance to a young man with an ambition to rise in the world than to study the best and surest means to do so. And when

examining this subject under conditions cited, one can hardly form the conclusion that any fixed course or policy leads inevitably to success. That certain factors in the problem of business success are necessary, no one can deny. Such as industry, energy, and persistence. But even with these, is it not necessary to seize the opportune moment to launch one's bark for a successful voyage in commercial life? Or as the poet puts it:

"There is a tide in the affairs of men,
Which taken at the flood, leads on to fortune."

Added to this, no doubt, it is equally necessary to have a staunch craft, well manned and victualed, and all that. Which means to pull the idea down off of the stilts of poetic fancy. That a young man to undertake to run a place himself, must not only be conversant with his business, but should also know how to make it successful, and the best way to do this, is to study how other people make theirs.

I saw nothing in Laston to particularly aid me in the solution of the problem I have just written so much about, and which is purely a matter of abstraction, from which I mean at some future day to reap a benefit, and if any of the readers of the KEYSTONE can profit by the same study they are welcome to the hint. I had another object in visiting the more prominent stores, which was to strike the proprietor for odd jobs such as they had for lack of time (or skill) concluded to send away. Usually in a town of ten or fifteen thousand inhabitants, I would in this way get as much work as I could do in a week. After the first-class stores were interviewed, I visited those strugglers on the side streets who were trying to make a living, and frequently these were of the class known as those who pick up the trade. With this latter class I have the most tender sympathy; especially when they show talent, and evince a desire to learn. With such I have spent days—yes—months, off and on, showing the use of tools, and giving hints and instruction. But occasionally I strike a positive genius, who is above instruction, and by the mere force of his immense intellect bids "defiance to all obstacles, and shakes off the necessity of tools or experience, and stands (in his own estimation) above all his compeers. Of this latter class, I am sure Laston takes the prize. In passing down one of the side streets, I saw the sign, B. PATE, precisely as shown in the accompanying cut. A large boot, a small shoe, a little clock, and a very big watch. This sign protruded from a sub-basement, and struck my notice.



"Struck" is precisely the word, and if struck was the word for the emotion on seeing the sign, struck is the word to express the

feeling when I came to feast my gaze on the man who possessed the talent to manage such an unusual combination of mechanical skill. I am good at descriptions. Indeed, I pride myself on my descriptive powers. But in this instance I felt like distrusting them, and a consciousness of the paucity of the English language in superlatives dawned upon me. I made a mental



MR PATE

picture and have it reproduced by the photo-engraving process. It is taken in what seems to be a favorable position for either of his vocations. I do not claim so much for it as a work of art, as I do for the expression, which is one of those fortunate, happy instances when a few bold strokes of the pencil of the artist convey more character and expression than some highly finished picture. I began by stating my business, and modestly suggesting he might have some job he would like to give out. In reply he never even looked at me, simply raised his eyes, and, with a sort of cataloguing look over



HIS TOOLS

replied, "No, sir! I am too conscientious to place work confided to me in the hands of incompetent workmen." I answered that his remark implied a lack of skill on my part, and it was no more than a duty to myself to resent such imputations. To this he responded he did not care anything about my skill, and pointed to a smoke-stained card engrossed "This is my busy day." I could not refrain from what Artemus Ward styles a "sarcastical remark," and I inquired if there was nothing about his trade he would like to learn. "Nothing he said,"—but after a pause he added, probably, no doubt, considering the kind and

urbane manner in which I had put the question, "except, perhaps, to practice up a little on adjusting." Well! well! I philosophized, he is only an extreme instance of a class, and if he should die, we have lots of the same kind left. As an instance of how few, even of creditable workmen, stop to reason, I also got an example here. The proprietor of one of the principal stores showed me a No. 50 Elgin, saying he had had a great deal of trouble with it, as the owner was a particular sort of a man, and was always keeping his eye on the second hand. The trouble with the watch was if the second and minute hands were set together, at say 9.45 in some parts of the dial, the minute hand would be half way between the minute spaces, when the second hand indicated even minutes. His workman, he said, insisted the minute divisions on the dial were unequal. This I knew was a thing which could not occur, as I had spent some years at the factory where it was made, and knew the system of dial making at Elgin would not permit such errors. I explained to the proprietor that the dial was not concentric with the axis of the centre wheel, consequently any error in placing the dial was magnified. Here the workman in charge was called, and I tried to explain how that a dial moved to one side doubled the error. But it was of no use. The workman could not, or would not, understand. I suggested to the "boss" that I take the movement, and I would agree to make second and minute hands coincide. I did so, and on returning the watch the workmen said with a covert smile, to let the watch run, and before the minute hand has gone around the full hour, the error would show again. To settle this the proprietor laid the watch on his desk to watch it for an hour. He did so, and I went out to attend to some other business. On returning in a couple of hours, I was told the watch was all right, and was requested to explain to the workman how I had accomplished the correction. I tried to do so, but it was no use. He, with a knowing wink, informed me I had put on a new dial, and would "sneak" the one I took off on to somebody who was not so particular about his watch running on seconds. I have a good set of teeth, and I would like to have masticated that fellow's aural appendage. When I write again I will send you a diagram, and explain how simple the solution to the problem is if we will only take the trouble to think a little. I would give you the diagram now, but I fancy four illustrations at one time will be enough.

LASTON, Oct. 31, 1887.

AFTER HOURS.

THE TIME WHEN WE LAUGH AND GROW FAT.

Bits of breezy gossip caught on the fly by "Keystone" fielders from busy members of the Craft.

"Jewelers have some queer experiences, especially in large towns," says Jim S. "A few years ago a young man in one of our interior towns, fell heir to a snug fortune, and came to this city to live, and enjoy himself. He soon became hail fellow well-met with a set of young chaps who were inclined to be 'fast' as the term runs. Among them were some of course strictly square while others were shaky, but not to such an extent as to be precluded from good society. The young fellow whom I will designate as G., was full as sharp as the average young man who had been raised under similar circumstances, but of course not equal to the young bloods of a metropolitan town.

It is a well-known fact that few of our swell young men have all the cash they can conveniently spend, and, consequently, when any young fellow with a pocketful of 'dust' is met, he is worked for all there is in it. Of course G. was no exception, and was 'rattled' for all he was worth. Among G's friends, was a young fellow whom I will designate as H. Ten or fifteen years ago, diamonds were not as common as now, and but few comparatively had them. Now H. had a very nice paste pin, which he sported in his shirt front and G. saw it sparkle in the gaslight and was struck by it, and casually said to H:

'That is a mighty pretty diamond you have got there.'

'Yes,' said H., 'it is about as nice as they make' intending at the time to creep out on the statement it was a made diamond. G. took it all in, and expressed his admiration of the bogus diamond. One day G. said to H: 'What will you take for that diamond of yours? I am just in love with it.'

'One hundred and fifty dollars! it is worth a couple of hundred, but I want some money just now and would sell it cheap.'

'All right,' says G. 'I'll take it' and passed over the cash. It was a good thing among the 'set' and soon got breezed about that G. had beat himself. At anyrate G. heard of it, and now comes the cream of the joke. G. did not whine a bit, but going to a first-class jeweler in town, took the pin out of his bosom, handed it to the man in attendance and asked him how much he would charge to take out the paste and insert a genuine stone. A very fine stone was selected for \$225 and put in the place of the snide. G. goes out around, and of course falls in with some of the gang.

It was not long before the "diamond" he had bought of H. was mentioned. Well, the upshot of the matter was one of H's particular friends told G. that the stone he bought of H. was no diamond but a "made one," quoting H's words and laughing in no moderate manner at how G. had cheated himself, as H's friend termed it. G. took it very good naturedly, and said he had too much confidence in H. to believe anything of the kind. At this, H's friend offered to bet \$100 that the stone was a paste and that the whole thing, stone, setting and all was not worth more than

five or six dollars. At this G. pulls out his money and wished H's friend to cover it. This was only too good a chance to "do" G. out of some more of his loose money, and the gang adjourned to a good jeweler, (not the one who set the stone) and the pin was subjected to his decision. At a glance he pronounced it a diamond, and after a careful inspection gave his opinion to this effect that it was a very fine diamond worth at least \$200. Now fancy the feelings of H's friend. "The shearer had gone out to shear, and had come back shorn." G. now goes back to the jeweler, he got to change the stones, and had him replace the bogus gem, keeping the genuine diamond for future use. Of course it was not long before H. heard of the lost bet, and he was himself deceived, thinking the party who sold the pin must have made a mistake and sold a genuine diamond for a paste. And he recollected how brilliant it always looked by night. At any rate it would never do to let a stone go for \$150 which was cheap at \$200. The consequence was, he went to G. and told him he never meant to sell him the pin for such an insignificant sum, that it was an old family jewel and all this, and he knew G. was too much of a gentleman to hold him to such a bargain. In fact the whole thing was but a ruse to borrow the sum of \$150 for a few days. After some hesitation, G. let H. have his pin back on the payment of \$200. He growled a little, but G. insisted that a bargain was a bargain, and friendship had no relation to business matters. H. was feeling he had done well enough to get a \$200 diamond for an actual expense of \$50. After a few days the real facts of the case leaked out, and now H. and his friend fight shy of "rich greenhorns."

AN EMPLOYERS TRIALS.

I would like to speak through the columns of the KEYSTONE and tell the trouble I had to secure a watchmaker. I should think if I had not talked with other men in the business and similarly situated that I had only been unfortunate, and struck a streak of bad luck, as it is termed. But others assure me that my experience, if not like theirs, is eminently similar. Now, near five years ago my business increased to such an extent that I concluded to hire some one to help me. Perhaps it would be well to tell how I was situated when I started. I had no capital but my skill. I started in a town of some 40,000 inhabitants, and by attention to business soon got all the work I could do, and in a little time put in a small stock of goods, and took a young man who had worked at the business a year or two under instruction. For the next two years I managed with this young man's help to get along, and at about the time he became useful to me, and I had him taught so as to be safe to trust on an average watch job, he got an offer of better wages and left me. Now, to tell the truth, and the whole truth, I did not know that I should miss him as much as I did. Previous to his leaving me I had been applied to by workmen for a job time and time again, and I supposed as far as plenty of watchmakers were concerned, "the woods were full of them." Well, so they were but what kind? The first man I hired was a townsman. I knew he was not of much account, as I had repeatedly done pivoting for him, but I thought I could get along and do all the risky jobs myself. One of the

first things I caught him at was rounding the entrance of an American lever fork. I asked him what he was doing. He looked pleased and confidential, and in a half mysterious, whispering voice told me *he was rounding up and polishing the fork*, adding "that will give it the motion," saying at the same time he wondered that the factory had not tumbled to the advantage of rounding and polishing their forks. I sat down on his theories, and explained to him that the fork just as it came from the factory was all right. He was not any way convinced of his error, but thought I was a fool and actually said to a crony "he did not understand how a man with such cranky notions on an escapement ever got the reputation of being such a good workman." He and I parted company, and I hired an Englishman. He was a fair workman, but had more self-conceit than a turkey-cock, and after a few days got roaring drunk and kept it up for a week, and after he did go to work spoiled every thing he touched. I remember an English lever he fixed at this time, and he pinioned in the hair spring so it rubbed on every part of the watch except, perhaps, the pendent bow. We separated. The next man I got had had a business of his own and failed. He was not so very bad but "glory!" wasn't he slow. He never talked much, was always at work but never accomplished anything. Our destinies were to drift apart. The next man I got was a German Swiss, and the man who did the talking between us told me he could do anything and showed me a lot of drawings for parts of clocks and watches which quite bewildered me, and I began to feel inferior to a workman who had had so many advantages. The result of it was I hired him thinking I could get along even if I did not understand German, and that he would not need telling. I gave him a Rockford watch for a new staff, and as I had but few watches of this make to repair, kept no ready made material; the result of this was the fellow simply botched on a pivot on the bottom of the staff. He did not pivot it, only—well I do not know how to express it, but "botched" a pivot on the foot of the old staff, half turning, half filing it. A half excuse for this might exist in the fact that American staffs are harder than in the most of the foreign watches. This was bad enough, but he did not stop here, what did the dunce do but filed away the potence to raise the foot jewel to meet the short-end staff. He was at the job about seven times the length of time I thought was necessary; this led to a critical inspection of the watch. I noticed the balance run untrue, and was cocked on one side. I took the watch down and found the condition as stated above. You bet I "fired him." The next man was also a German, who had been working for a firm in the same town as myself. This man had been lauded to the skies as a workman. He did not come to my shop to work, but I gave him "piece work" to take home, some three or four watches, most of these were fairly done except an Ellery which was to have a new staff and hair spring. This he pivoted on the top pivot but got the pivot too short and bent the bridge down to match. But the hair spring was the "dandy." First, it was at least 6 degrees too weak, and to remedy this after reducing the diameter fully two coils too much, he took four screws from the balance. I was busy at the time he left the jobs,

but told him to call in an hour or two and I would give him some work. I looked over the jobs and found them as stated above. When he came in and asked if I had any more work ready for him I told him yes. I had a job the owner was in a greet hurry for, and I wanted him to put the watch in first class order just as soon as he could. Well, you should have seen the look of self-sufficiency that spread over his face as he took the watch and left the store little dreaming it was the one he had just returned. I should perhaps say when I first gave him the movement it was in a box, and when I gave it again I put it in its case. Well, he had it three times before he finally got it so I was not much ashamed to give it to the customer. Now, dear KEYSTONE, I have written more by four times than I anticipated when I commenced, and still "the half has not been told," and I feel I must call a halt. Still I must add before closing, that the same experience with variations continued for several workmen. But can now say I have a man who is very satisfactory and I intend to keep him as I think we are both very well satisfied with each other.

NOT-PROUD, BUT PROSPEROUS.

D. R. Porter, of Leon, Iowa, gives the following page from his own experience: "I commenced six years ago, with just \$65, not much credit, and was unknown by the jobbers, and I now have a nice little stock, safe, tools, and fixtures worth \$3,000, eighty acres of good land, and what is better than all, good credit. I went steadily along, unmindful of any opposition, treating every one well, whether customers of mine or not. If the other merchants put in stocks of cheap jewelry, I always kept mine bright, and in good order. I studied to build up my own business, instead of pulling down my competitors. I kept besides my jewelry stock, celluloid or xylonite collars and cuffs, which I sold a trifle lower than other merchants here. It was a good advertisement for me, and helped to sell many collar and cuff buttons. Celluloid is strongly impregnated with camphor, which aids in preventing the tarnishing of jewelry and plated stock. The idea is free to jewelers, but don't give it away to the other fellows.

THE DENTIST AND THE COLORED MAID.

"A colored girl," continued the dentist, "who came into my office the other day, had strength that, properly applied, might have done good service. She had a very strong tooth, too, and, when I had it about half way out, she dragged the forceps out of my hand, whacked me over the head with it in a way that made me see stars, kicked my wife, who came to the rescue, in the stomach, and rushed shrieking into the street, carrying the instrument with her. I had taken off my coat when I saw the size and stability of the tooth that I had to deal with, but I pursued her in my shirt sleeves. A policeman stopped her and we all went into a drug store, for the girl was half mad with pain and terror. The clerk gave her a dose that relieved her, and when I had recovered my forceps I asked her to come back take the gas and allow me to complete the operation, as her tooth was half extracted, but she declined, saying that she thought she could 'chew' it back to its position. I have not seen her since."

Compliments

That our friends have been paying us

Concerning the KEYSTONE, which they insist upon calling the brightest and best of the jewelry trade papers.

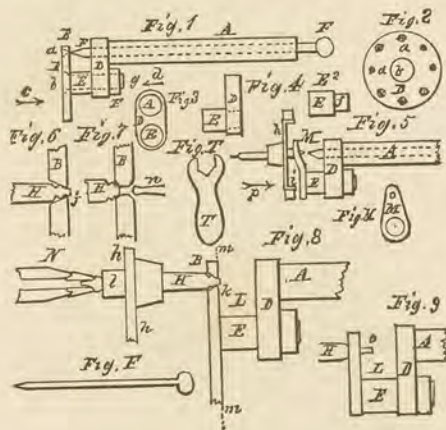
Who they are.	What they say.	Who they are.	What they say.
Samuel E. Hagy, Etna, Ohio,	"I value it higher than any other of the trade journals."	M. Zineman & Bro., Phila., Pa.	"We are pleased to state that our traveler who takes in the south and west writes to us that he has every evidence of the large circulation of the KEYSTONE, as our goods need no introduction since we advertise in that paper, and therefore is meeting with great success."
Trenton Watch Co., Trenton, N. J.	"Permit us to say that we find your paper a very valuable medium by which to reach the jewelry trade."	C. M. Hibbard, Akron, Ohio.	"I cut two-thirds of the leaves out of one of the other trade journals, and it makes a good scrap-book for articles from the KEYSTONE."
Claude Morris, Warrenton, Mo.	"Your paper is one of the best in the world. Don't want to miss a single number."	W. H. Hutchison, Oswego, N. Y.	"Best paper on earth for the money."
George Metzger, Jr., Emporium, Pa.	"Have watched the growth of the KEYSTONE with much interest, and could not think of doing without it."	George Hastings, Santa Cruz, Cal.	"Workshop notes are simple and practical."
D. H. Abney, Pilot Grove, Mo.	"In sending my KEYSTONE, you addressed it D. H. Alby. Please make change. It's a dandy, just the same."	H. Hustan, Oxford, Miss.	"More interesting than the high-priced journals, and for less money."
R. T. Mower, Peterboro, N. H.	"By a large majority, it is the best jewelry paper in the United States."	F. G. Hall, Heuvelton, N. Y.	"Why don't you make it a weekly?"
Charles McDonnell, Washington, O.	"Had so many answers to my ad., that I could not reply to all."	L. H. Hart, Chicago, Illinois.	"Take three other papers, but like the KEYSTONE best."
M. F. Warren, DeKalb, Ill.	"Worth ten times more than all the other jewelry papers combined."	W. H. Hall, Orange, New Jersey.	"I take ten papers, but like the KEYSTONE best of all."
T. B. Hagstoz & Co., Phila., Pa.	"Our advertisement brought such a flood of answers from all sections of the country, that days were required to read and answer. As an advertising medium, it cannot be beat."	W. N. Jorgensen, Carlisle, N. M.	"More interesting than any other paper I ever read."
W. D. Chapman & Son., Theresa, N. Y.	"You are constantly improving your paper. Am so pleased with it that you may count on me as a permanent subscriber."	Harry W. Koch, Palmyra, Mo.	"When I owe you anything, drop a postal, for I can't do without the KEYSTONE."
C. H. Seifert, Apollo, Pa.	"It is the best paper I ever saw, and its coming always welcomed. Its columns are brim full of instructive and amusing matter."	G. W. Knight, San Marcos, Texas.	"Splendid paper. It would be cheap at a dollar a year."
L. J. Anderson, Moroni, Utah.	"Best paper in its line. More genuine information in each number, than in all the others."	F. W. Koehler, Sharon, Pa.	"Cheap at ten times its price."
B. M. Root, Sardis, Miss.	"Best paper to advertise in. A treat to read. No flies on the KEYSTONE."	W. H. Knowles, Humboldt, Iowa.	"Get enough information out of one number to pay for a year's subscription."
George W. Bates, Big Bend, Ark.	"The brightest and best. Must have it, if I have to borrow the money."	G. M. Neiswanger, Xenia, Ohio.	"An excellent paper for young workmen."
M. W. Flag, Fitzwilliam, N. H.	"I would not know how to get along without it."	M. Nations, Liberty, Illinois.	"Papers that derided the KEYSTONE now quote from it."
Clayton L. Viets, Augusta, Kansas.	"The KEYSTONE is a gem."	Henry A. Ostendorf, Baltimore, Md.	"Many thanks to you for the place secured through the KEYSTONE."
Frank G. Buchan, Aurora, Neb.	"I appreciate your paper very much."	P. S. Park, Mexico, Texas.	"In its enlarged form, it is doubly attractive."
Mrs. J. H. Barker, Winterset Iowa.	"Have been remailing it to my son at Miller, Dakota, but can't spare it any longer."	W. H. Parpe, Evanston, Wyoming.	"Paper improves with every number."
E. B. Brum, Green River, Wyoming.	"The KEYSTONE has helped me out of many difficulties."	G. E. Poorman, Apple Creek, Ohio.	"One copy is worth a year's subscription."
R. Beacham, Lyons, New York.	"Your paper takes the lead, and is doing all it can to help and protect the retail trade."	J. Prochaska, Toledo, Ohio.	"Have given up my other papers and take the KEYSTONE alone."
Burnett & Webster, Lander, Wy.	"Worth four times the subscription. Glad to see it enlarged, no matter what it cost."	D. Peck & Son, Naples, N. Y.	"Have taken the — — for 17 years, but now take the KEYSTONE instead."
A. Bernhard, 217 Forsyth st N. Y.	"I predict that it will become the leading journal in the trade."	A. B. Parker, Norristown, Pa.	"It is read by live business men, advertisements and all."
Joseph M. Brown, Nanaimo, B. C.	"Received some goods wrapped in your paper. It was so spicy and well gotten up, that I determined to have it."	D. R. Porter, Leon, Iowa.	"Can go without meals, but not without the KEYSTONE."
L. B. Curtis, Detroit, Minn.	"Received more offers of positions than fifty jewelers could fill."	M. A. Rice, Pentwater, Mich.	"Best paper I ever saw for a country workshop."
F. S. Clark, Paris, Illinois.	"Always something new in it."	R. H. Rickert, Statesville, N. C.	"Long life to the KEYSTONE."
J. S. Closs & Son, Decatur, Ind.	"Just the journal for the watchmaker."	F. C. Robinson, Apollo, Pa.	"Best wishes for your first-class little paper."
F. E. Davenport, Brunswick, Me.	"Interesting and instructive."	W. H. Robins, San Marcos, Texas.	"Am old, and must soon retire from business, but so long as life remains, must have the KEYSTONE."
D. H. Dillman, Fredericksburg, Pa.	"Am much delighted with it."	P. Shaw, Olney, Illinois.	"Oh, say! Suppose you double the price and publish oftener."
F. L. Dolloff, Jefferson, Iowa.	"Congratulate you on its improved appearance."	J. Straus, Eureka, Nev.	"No jeweler can afford to be without it."
George H. England, Holyoke, Mass.	"Very live little paper. Like it very much."	A. A. Short, New Brunswick, N. J.	"Both old and young find something in it to interest them."
Irvin H. Ecker, Whitehall, Wis.	"Wonder how I kept house so long without it."	T. B. Stevenson, Canandaigua, N. Y.	"My ad. brings answers from all over the country."
Nelson H. Forsyth, Worcester Mass.	"One of your workshop notes has been worth to me, the subscription price of your paper for forty years."	D. B. Schultz, Clinton, Ky.	"An ad. in the KEYSTONE brings no end of replies."
Chas. T. Blaum, Greenville, Ala.	"Best friend the retail trade has."	E. S. Saunders, Wyoming, Iowa.	"A No. 1 paper. May it have long life and prosperity."
Gardner Bros., Wadsworth, Ohio.	"Becoming more and more valuable."	Fred. S. Tinthoff, Brookville, Pa.	"Have never missed a number. Can't afford it."
Geo. Godden, Carleton Place, Ont.	"Its arrival always a pleasure."	L. P. Tarbox, New Brunswick, N. J.	"A most thorough and searching advertising medium."
E. H. Goulding, Alton, Ill.	"Compliments of the season to the KEYSTONE workers."	Andrew E. Veon, Brainard, Minn.	"Discontinue ad. Could have sold a car load of lathes. Took a clerk all his time to answer letters."
E. D. H. Genett, St. Mary's, Ohio.	"One of the best little papers in existence."	W. T. Woolford, Potosi, Mo.	"Steady improvement in each number of the paper."

THE BOW LATHE.

A PRACTICAL TREATISE BY OUR WATCHMAKER.

Eighth of a series of interesting letters of the management of this tool so useful to the trade.

Before describing the method of converting a bow lathe into a continuous motion lathe, I will describe a modification of the hollow centre described and illustrated in October KEYSTONE. It is made principally of a piece of brass bushing wire, as described in last issue, and is shown complete at Fig. 1, where *A*, shows the brushing wire, and *D*, a drop extension made of hard brass, about the eighth of an inch thick, shaped as shown at *D*, Fig. 3, which is a view of this piece is seen in the direction of the arrow *d*, Fig. 1. At Fig. 4, the parts *D, E*, are shown separate; the piece *E*, being made from a short piece of the same brass bushing wire as *A* shaped as shown at *E*, Fig. 4. The part *I*, is riveted into *D*, and strengthened by flowing a little soft solder in the joining. This also applies to where *D* is attached to *A*. At *B*, Fig. 2, is shown a disc of steel about three-fourths of an inch in diameter and 1-32 of an inch thick. On the centre of this is a countersink for the screw head *b*, which holds *B*, firm against *E*. The head *b*, is part of a bolt running through *E*, to a nut *g*, Fig. 1. This nut *g*, is six-sided and turned with the wrench *T*, shown in Fig. 4. Through the centre of *A*, goes a pointed steel wire



F, which serves to centre and line up the selected hole like *a*, Fig. 2. The idea is, in the disc *B* is pierced with say eight holes, and of these are selected four holes which are countersunk conically from the face side, or toward the arrow *c*, and are nearly through as shown at Fig. 6. The other four are countersunk from each side as shown at Fig. 7, leaving a short cylindrical hole as shown at *n*. The disc *B* should be hardened as soon as the holes are properly fitted. To use such a device as is shown at Fig. 1, it will be supposed there is a balance staff with the lower pivot broken to be pivoted as shown at *H*, Fig. 8. Select a hole in *B*, which is countersunk as directed in Fig. 6, so it will allow the staff to protrude a little as shown at *J*. Next, put the centres in the lathe, selecting one for the unbroken pivots like the one shown at *N*, Fig. 8, of this issue, and more particularly at *H*, Fig. 7, of October KEYSTONE. The new center *A*, Fig. 1, is now placed in the lathe and by means of the pointed centre guide *F*, the selected hole *a*, is placed in line with *N*. If now the broken staff *H*, is placed as shown in Fig. 8, the broken pivot at *k*, will slightly protrude as shown, the extreme end that protrudes can now be filed or stoned off to correspond to the inner surface of *B*, on the

line *m*. Next select a hole in *B*, which is countersunk on both sides like the one shown in Fig. 7. This hole is lined up by using *F*, as before. It will be seen that there is a short cylindrical hole in *B*, which corresponds to the dotted lines at *n*, Fig. 7. If now a drill is introduced through the central hole in *A*, in place of *F*, and corresponding to the drilling arrangement shown in Fig. 7, October number, the hole at *n*, guides the drill centrally. The same kind of drill is used as is shown at Fig. 6, October number. After the hole is drilled, a plug for a pivot is filed to fit and driven in. By using this device, it is not necessary to turn a plug for a pivot. The plug is cut to near the right length and the end dressed off flat. The staff is now ready to be placed back into the single counter-sunk hole in which the end was flattened. This hole in *B*, is now placed in line as shown at Fig. 8, where the pivot protrudes into the recess *L*. With this arrangement the pivot can be turned to size with a graver. At Fig. 9, the parts are shown slightly magnified to give a better idea. It will be seen the pivot *o*, just inserted can be reached to turn up with the graver and even smoothed with sapphire or ruby file. The great advantage of the device is its perfection, or, if not perfect, the nearest so of any method known for pivoting; even in turning a new staff, if the pivots receive the final turning and polishing in this way, there is but little to hope for greater accuracy. For top pivots, this device can not be so well used except to modify it by dispensing with the disc *B*, and substituting pieces shaped, as shown at *M*, Fig. 5. This permits the rim *i*, of the balance to run under the offset, Fig. 9 shows the shape of the piece *M*, seen in the direction of the arrow *p*. The manner of making a continuous motion lathe of the ordinary bow lathe must be carried over to December number, as I consider the device just described of the highest importance to all who use a bow lathe, and wish to do work accurately and rapidly as well.

WATCH CASE KEEPSAKES.

How people get into trouble through the mistakes of jewelers.

"We run against a good deal of the romance of life," said a down-town jeweler to me yesterday. "People become fanciful when it comes to jewelry, as everybody knows; but you would be surprised to see the mementos that come to us in the backs of watch cases. In four out of every five watches brought us to be regulated, repaired or cleaned, we find some relic of persons or events. Sometimes it's a bit of ribbon, or a lock of hair, or a rose-petal. But oftener it's a four-leaf clover. The four-leaf clover is a love token always. It is found by the maiden fair and given to her lover, who tenderly stows it away in the back of his watch case and forgets all about it. When his watch goes wrong he takes it to a jeweler and doesn't think of the relic it contains. It is difficult always to keep these things straight, and once in a while we mix them up. I remember one fellow who came in a short time ago and registered a kick. He took out of his watch a tiny bit of blonde hair tied with a piece of pink ribbon and told me in good round terms that it had got him into trouble. 'I brought my watch here a couple of weeks ago to be regulated and forgot to take out a four-leaf clover I had in the

back of it. I didn't think any more about it till last night, when my girl looked in the back case to see if the clover she had given me was still there. When she found this lock of blonde hair she fixed me with a cold, glittering glance and offered me back my ring. I put in the next hour trying to explain that I didn't know anything about the infernal blonde hair, and I didn't meet with flattering success. But I succeeded in patching up matters on my sworn statements that I would recover the four-leaf clover she gave me and bring evidence that it was a mistake. Now if you don't hunt up that clover I'll make more trouble in your blanked old store than a Deputy Sheriff. And you've got to give me a written statement that you put this dashed blonde hair in my watch or I'll prosecute you for malicious mischief. You hear me!'

"Well, I took the yellow hair and pink ribbon and filed it away, and in a day or two a middle-aged man came in with wrath all over his face. 'What in thunder do you mean by disrupting a man's family peace?' he began, as he pulled out his watch and took a four-leafed clover out of the back case. 'Do you want to break up a loving household and get me in the d—d divorce court. I left my watch here with a lock of my wife's hair in it, and last night she found this measly four-leaf clover in place of it. I've carried that bit of hair ever since we were engaged, and if I don't get it back you had better move to some other town. What d'ye mean, anyway? I never picked a four-leaf clover in my life, nor did my wife, either. I wouldn't go through the row I had last night again for your whole blanked store. Now, you hustle and get me my keepsake.' I produced it and explained how it had occurred, and his brow cleared. 'Now I think of it,' he said, as he started to go, 'just you write me a letter and tell how this happened, and sign it and seal it for all you're worth. Women never believe a man unless he lies to 'em, and I want something to save me further trouble. The other young man came in a day or two and said he desired to make his regular Thursday evening call, and wanted his four-leaf clover and the accompanying affidavit. He got them both.'—*Chicago Mail*.

SOMETHING ABOUT GOLD LEAF.

Gold leaf was used in the most ancient times of which we have a record. The Egyptians, as we know, ornamented with it their furniture and sarcophagi, on which the gold is still to be seen. Their gold was beaten out between the œcum or membrane of the intestines of an ox, whilst the Greeks and Romans employed parchment. The Roman poets make occasional allusion to gilding, one comparing it to the brilliant gloss of a spider's web illumined by the sun, another adopting the word as a synonym of the luminous vapors seen about the setting sun. In all succeeding times the practice of beating out the leaf between parchment has never been departed from, and no device has been invented to supersede hand manipulation in bringing the leaf to a high degree. From 150,000 to 200,000 leaves make an inch in thickness. Even the rays of the sun will pass through such leaves. The tints of gold leaf vary from deep orange red down to a pale silvery hue. Pale leaf gold is an alloy of silver and gold;

deep hues are usually intermixed with a slight amount of copper. Dutch gold is copper leaf colored yellow by the fumes of molten zinc. Various solutions are also used to alter the tint of gold leaf when laid. The best gold leaf is prepared from gold containing one and a quarter per cent. alloy of copper.

Gold with its alloys is first cast in ingots, then rolled into sheets, which are cut into squares and subjected to the hammering process on the anvil. First the plates are extended to the size of the packs, four inches square, are again cut in four pieces and again hammered. A third hammering is given to the pieces when they have reached the size of the pack and been subdivided. The 150 pieces with which the hammering commenced are now increased to 2,400 pieces. The process of hammering is long and tedious, and requires the nicest determination of the force and direction of the blows. The anvil itself is convex at top; so also is the hammer. When the sheets of metal have attained a certain thinness they are placed between the prepared skin. The beater never strikes consecutively in the same place. A sense of feeling as well as observation is required to ascertain when the metal is sufficiently thin. During the subsequent separation and sorting of the leaves all draught has to be carefully guarded against.

COUNTERFEIT JEWELS.

Artificial precious stones have become an important article of trade. The products of some of the shops would almost deceive an expert, but the test of hardness is still infallible. The beautiful "French paste," from which imitation diamonds are made, is a kind of glass with a mixture of oxide of lead. The more of the latter the brighter the stone, but also the softer, and this is a serious defect. The imitation stones are now so perfectly made, and are so satisfactory to those who are not very particular, that their influence begins to be felt in the market for real stones. By careful selection of the ingredients, and skill and manipulation, the luster, color, fire, and water of the choicest stones are to the eyes of the layman fully reproduced. There are a few delicacies of color that cannot be perfectly given, for they depend on some undiscoverable peculiarities of molecular arrangement, and not on chemical composition; but the persons who buy the stones know nothing of that. Yet Sidot, a French chemist, has nearly reproduced these peculiarities, including the dichroism of the sapphire, with a composition of which the base is phosphate of lime. Two other French chemists, Fremy and Fell, have produced rubies and sapphires having the same composition with the genuine stones, and nearly equal hardness.—*Popular Science Monthly*.

In a jewelry store in the *Times* building is exhibited one of the oddest clocks ever seen in Philadelphia. The main framework is simply a large round tin waiter. Around the edge of this are fastened a dozen veritable oyster-shells marked from 1 to 12. In the center of the waiter is fastened a small plate ornamented with slices of lemon, and back of the plate are the works. Springing from the center of the plate are a knife and fork, which are the hands, the knife marking the hours and the fork the minutes. The queer clock is said to keep excellent time.

CLOCKS.

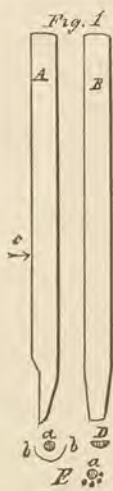
HOW TO CLEAN AND REPAIR THEM.

Some practical advice to the younger members of the Craft which perhaps is not amiss.

In this series of papers the KEYSTONE proposes to give full and complete instructions for cleaning and repairing all time-pieces in common use, including American, French, and English clocks. The articles will be illustrated by numerous cuts, and supplemented by a treatise on clock escapements, including dead and recoiling beat, also gravity and iso-dynamic escapements.

Common Yankee clocks are so very cheap that it is not possible to get much money for cleaning and repairing, consequently it stands the man in hand who repairs such clocks to do his work quickly. There is no place about a repair shop where experience and judgment is more required than in the repair of clocks. And when an apprentice is learning the trade the best thing he can do is to be drilled on taking down and putting up striking clocks. Let him learn to take down and put up, so he has no hesitation, bends no pivots, leaves out no wheels. This is of supreme importance. I have seen workmen sit and dread the taking down of a clock for twice the time it should take them to do it. All schemes for cleaning clocks without taking apart are botches and lazy men's devices. Because, when it comes to a worn clock where the holes have to be bushed or closed, the clock then must come apart, and your quack who has shirked learning how to put a clock together, is caught in his own trap. Go at the task manfully, and never let up until you can put up a common Yankee striking clock in ten minutes, and have all the striking parts right. The principal thing to look at in such a clock is to have the wires set, so that the instant the pin in the striking wheel leaves the hammer-trigger the drop wire is ready to fall into the notch of the guard wheel. For a beginner who has to work out the problem in a great measure for himself, let him take a clock where the striking work is in good order. Remove the works from the case, and holding in his hands strike it around, carefully studying the action. He must not jump at the idea he knows all about it too quick, but thoroughly master the arrangement. After this, practice taking down and putting up until it seems as if the wheels will go into place almost of themselves. The mere cleaning of a clock or watch is comparatively easy. It is the repairing that requires the skill. Benzine is a useful adjunct in cleaning, but it will not do all the work. It will not close holes or stone out pits in worn pallets. The principle use of benzine is in cleaning springs on which the oil has gummed; but for the plates there is nothing like warm water and soap. I am sorry to say too few jewelers use water for cleaning either watches or clocks. They do not even have the conveniences for washing jewelry they need, because if they properly washed their jewelry they would soon learn to wash their watch and clock jobs. A mixture of ammonia and water should be kept at the place where the washing is done, making the mixture about one-tenth part ammonia. A jelly tumbler with a tin cover makes a good dish for the ammonia mixture. A cake of Babbitts soap, some warm water, a stiff four-row bristle

brush, and all the appliances for washing a clock are at hand. Dip your brush in the ammonia water and "pat it" by dabbing the bristles into the soap and with warm water wash plates, wheels, indeed every part of your clock, even the main-springs if you are very careful not to let rusting commence. Throw the parts into warm box-wood saw dust, after draining on an old towel for a few seconds. Keeping your saw dust hot is a big improvement in a jewelry store. It is more rapid in its action and makes jewelry look much brighter. After thorough drying in the saw dust, clean off the slightly adhering dust with a very soft brush. I have been led to speak of cleaning clocks in advance of repairs because many workmen will attend to what repairs are needed and then turn over the clock to be cleaned to an apprentice, and it is particularly for apprentices these articles are written. I spoke of using benzine above for cleaning springs, and I feel as though more should be said about its use on other parts. First, it is a very dangerous substance to have around on the account of its inflammability, and then except by extreme care it leaves a smear behind it which is hard to get rid of, especially in the pivot holes, as the least trace of the mixture of old oil with the benzine will contaminate the new oil in a few weeks. In the regular routine of shop work all repairs should be done before cleaning. The principal repairs to American clocks consist in closing pivot holes and stoning out pits worn in the pallets. Worn pivot holes are almost universally on one side, and not a general wear all around, consequently in closing a hole, the forcing in of the metal should be from the worn side so as to restore the pivot to the position it originally occupied. No little judgment and experience is required to know exactly how far back from the hole to set the punch so as to force the proper amount of metal forward to remedy the wear. Among clock tools are closing punches with spring centres. These would be much better if they would only close the hole on one side. A punch made from about No. 14 Stubs wire, flat* on one side and rounded on the other, is about the most efficient tool after one becomes accustomed to it. Such a punch is shown at Fig. 1. A



being a side view of the punch, and B a front view seen in the direction of the arrow c. Below at D is shown the shape of indentation the punch makes. At a is shown a pivot hole, and b indicates about the proper distance for the punching to be done. A curved line cut with a graver will aid a beginner in setting the punch. There is a good bit of practice needed to close a hole nicely, for if the punch is too far away from the hole it will not close the hole pro-

perly, and if set too close to the hole it will force over on top only a slight edge of metal, not enough to restore the hole to its original state. An anvil or some heavy block of iron should be used to do the punching on. An old eight day clock weight, if ground or filed off smooth on one side, will answer. It is best to close the hole from both sides, so as to get a full bearing for the pivot the entire thickness of the plate. If the hole is judiciously and properly closed, a very little smoothing out with a round pivot hole burnish will restore the hole. Take an old clock plate and practice on closing the holes in it until you are satisfied that no one, no matter who, could do a nicer job. Never use a pointed punch to close a hole as shown at E at the dots

FASHION'S FOIBLES.

CLEVER CONCEITS IN BROOCHES AND PINS.

Some of the latest designs in Jewelry for Ladies' use described in detail by the "Delineator."

The brooches and pins of to-day are a commentary on the sudden change of mind in the world of women. Most of us have read of the era of sentiment, when a rose blossom was thought the most charming of ornaments, and a pressed flower was warranted to recall events that were supposed to be experiences of the heart. All that is changed now. The flower is still worn at the throat, but it has been granted everlasting life—it is wrought in enamel or precious stones.

The violet in purple, white or black enamel, with a diamond dewdrop on it, is not entirely new, but it is very popular. The brooch of a large deep-colored Russian violet, wrought with much care in sapphires mounted in iron is, however, as new as it is unique. At a little distance it is hard to distinguish it from an enamelled violet, but on examination the care with which the gems are set and the artistic effect produced by the iron setting is fully appreciated.

Carnations, both double and single, are formed of garnets, and daisies have a yellow diamond for a heart and petals formed entirely of white enamel. Ivy leaves are of emeralds, and primroses of tiny topazes. In nearly every instance the round brooch effect is produced by these flower pins, the slender green stems being retained on the enamelled flower alone.

Beetles of gold, with their backs glittering under a load of small diamonds, have longer pins and are specially liked for evening wear when the neck-dressing is soft and filmy.

Brooches formed of enamelled coins are for wear with cloth gowns, and people who collect the coins endeavor to have them as odd as possible and with a history. Slender gold pins, with heads of pearl, topaz, amethyst, sapphire or ruby, are liked, and, as many of them may be worn, one's entire wealth of the dainty luxuries can be displayed at once. But the wise woman will not waste money on these tiny stones; instead, she will devote it to the purchase of—what! A violet made of sapphires.

The round brooch and the long lace-pin are not exactly rivals, but persons who favor the one are not apt to bestow more than passing notice upon the other. But this is essentially a womanly exhibi-

tion of partisanship. Each ornament has its use, and for each shape there are bodices and neck-dressings specially suited. A pin that is too long never looks so awkward as when fastened in the collar of a tailor-made bodice; it seems to have been placed there without any good reason, and only suggests that the owner wished to announce its possession to the world. In such a collar the brooch is in its proper sphere, because it rests closely against it and does not seem to "sprawl."

The long pin may be a violet, a pansy, a butterfly, a ribbon bow or a quaint coin, and is best poised when the length is hidden in the folds of a lace scarf or some decorative portion of the bodice. Some fine enamelling is seen on these pins, and the tints of the wild rose, the golden and purple tones of the pansy, the white of the satin ribbon, and the deep yellow of the buttercup are all artistically brought out. Diamond chips are thrown in dew-drop fashion on the flowers and fancies, and add greatly to the effect. Balls of different colored enamels are also liked, and they are usually mounted on an extra long pin, so that they may be used for the hair.

Apropos of pins for the hair, it may be mentioned that the large gold ones, which are in the exact shape of the ordinary hairpin, are studded with brilliants, Rhine stones, emeralds, or, if one wishes great elegance, with rubies, diamonds or sapphires, the gems being placed in the upper part and extending far enough to suggest that they outline the gold ornament.

A fancy for Scotch pebbles is evidenced in the brooches; both round and square ones are seen, with many colored stones set in them. The check-board pattern, though not new, is well liked and permits the use of the blood-stone, agate and cairngorm in the different colors. Sometimes a bar-pin has a symphony of color wrought out in cairngorms, the purple and yellow association being very effective. A gold thistle with a purple cairngorm is a design much affected by young women.

Gold brooches without gems are quaintly carved to represent those worn by "ye ladye of ye olden time." Women are learning that gold and silver, carved or engraved and without gems, are much more suitable to wear with wool costumes and for every-day occasions. Of course, fine gems are desirable and always will be, but there is certainly a time for all things, and the day-time is not to be chosen for the display of one's diamonds and rubies.

A MAN in Cuba, Mo., is said to have a hen's egg which has on it on one side the face of a clock and some of the Roman numerals. While the hen was about it she should have added an attachment that would mark the day and month of the year on which the egg was laid, but we don't suppose she thought of that.—*Norristown Herald*.

THE Pittsburgh *Iron World* says that Pittsburgh steel makers have established agencies for the sale of the finer grades of steel suitable for making cutlery in Europe, India and Australia. Their sales have been so considerable as to practically guarantee an established trade. Steel has been sold in competition with an English-made article at the same price.

JEWELLED dragon-flies are handsome as pendants or coiffure pins.

IT IS WELL TO REMEMBER—

That slander, like mud, dries and falls off.

That he who gathers roses must not fear thorns.

That to wait and be patient soothes many a pang.

That all are not princes that ride with the emperor.

That correction is good when administered in season.

That it takes a great deal of grace to be able to bear praise.

That you will never have a friend if you must have one without failings.

That to have what we want is riches, but to be able to do without is power.

That there is no limit to the age at which a man may make a fool of himself.

That the roses of pleasure seldom last long enough to adorn the brow of those who pluck them.

That a man who cannot mind his own business is not to be trusted with the business of others.—*Good Housekeeping.*

MARBLE CLOCK CASES.—Some large sized mantel clock cases of marble are rendered very imposing by the discs being surrounded by a series of decorative panels of bronze, presenting subjects in relief, historic, legendary and mythologic.

HOW TO TAKE OFF A RING.

The following paragraph from the *New York Mail and Express*, whether fact or fancy, is good reading, and is given for what it is worth:—

"Will you please saw this ring off my finger?" It was an old woman who made this remark to a Broadway jeweler, and as the worker in gold and silver took the wrinkled though fat and shapely hand in his it trembled violently, and a tear dropped upon the counter. "Excuse me," continued the old lady, "but it is my wedding ring; I have never had it off since I was married—45 years ago; I have refrained from having it cut, hoping that my finger might get thinner and that I could take it off without breaking it." "And what if I can remove it without cutting?" inquired the jeweler. "But can you?" said she, looking up in a half credulous way; "if you can, do it by all means." Then the jeweler took the swollen finger and wound it round from the top downward in a length of flat rubber braid. The elastic cord exerted its force upon the tissues of the finger gently and gradually until the flesh seemed to be pushed down to the bone. The old woman's hand was held above her head for a brief interval. Then the bandage was quickly uncoiled and re-wound about the member. This was repeated three times, and finally it was found, upon uncovering the finger, that it was small enough to admit the ring being removed with ease. "I have never failed but once," said the jeweler, "and I have removed many rings from fingers even more swollen than yours. Do I charge for it? Oh, yes, I ask the same amount that I would get if the ring were left to be mended after being cut—\$1. Thank you!" and as he turned to his bench and the old woman left the store he added: "But, after all, she might have done the same thing herself. It's not the work, however, I charge for—it's the 'know how.'"

THE NEW TRENTON WATCH.

By reference to advertisement in the *KEYSTONE*, it will be noticed that a new watch has been put upon the market. From appearance it seems to fill a gap long needed, as there is plenty of room for a good fair time-keeper between the Swiss cheap watches and the regular American make. The watch is a stem wind and stem set, regular lever, with second hand and regular American mainspring, with going barrel and quick train. With its patent, balance bridge and its simple construction it should watch a great success. The factory is at Trenton, N. J., and has a capacity of 3,000 watches per week and a present production of 125 per day. Its officers are as follows:

J. Hart Brewer, President and General Manager; J. C. Thomas, Secretary; W. F. Van Camp, Treasurer; and S. T. J. Byam, Superintendent.

In the September number this company by mistake was located at Trenton, N. Y., and numerous letters have been delayed by it. This notice is given to check future errors of the sort.

OUR WORKSHOP.

WALK IN AND MAKE YOURSELVES AT HOME.

The most puzzling problems clearly and fully described for the benefit of fellow craftsmen.

"JASPER" desires the *KEYSTONE* to give "a description of the color and properties of the principal precious stones used in jewelers work." The *KEYSTONE* is desirous to accommodate its friends in all possible ways, but, in the present instance, this would be an almost impossible task for the reason, the same species of stone has endless colors and shades of color. Take for instance the common garnet, this stone embraces shades of almost the entire range of reds. For the benefit of those who would like to post themselves in such matters, Mr. Jas. W. Beath, 111 South 10th Street, Philadelphia, prepares a case of all the principal stones true to color and crystalization. Of course the base of these imitation stones is paste, but so beautifully colored and wrought as to

two or three skins at a time so as to take turns in rubbing when drying, relieves the monotony of the job. There are two points not to be neglected, and these are not to use hot water, or allow the skins to dry without constant rubbing and stretching.

A "SUBSCRIBER" asks: "Can you recommend to me a good, practical work on clockmaking, and the price, also a receipt for 10 and 14 carat solder?"

The *KEYSTONE* is unable to name a reliable work on clockmaking, such as would be useful for American clocks.

For 10 carat solder, take $7\frac{3}{4}$ parts coin gold; 6 parts coin silver; $4\frac{1}{2}$ parts pure copper—the copper of old English or Swiss watch dials is good.

For 14 carat solder, 9 parts coin gold; $5\frac{1}{2}$ parts coin silver; $3\frac{1}{2}$ parts pure copper, or take some of the gold you are using and add 1-5 parts of ordinary silver solder—This last composition or the adding of silver solder produces what is termed a spelter solder, as the brass added to the silver in making silver hard solder contains zinc, another name for spelter. All solders containing zinc are somewhat brittle.



The Trenton Watch Factory.

REPOUSSE WORK.

It is always of interest to learn the processes by which artistic results are attained. In repousse work, of which one great merit is beauty of line and graceful contour of the relief lines, the first step is to mark the design on a sheet of metal, then to apply the hammer from the opposite side to project the general masses of the ornament, this grouping being followed by the execution of the details, involving besides the use of hammers, punches and finely constructed finishing tools of many and curious shapes. Should the article be a vessel of any description it is filled with a cement of pitch and resin to render its shell sufficiently resistant. Some fine gold and silver repousse work of olden time is famous for such a thinness of metal as to require extraordinary skill in manipulation.

A RICH pendant is in Roman gold, in the center of which is a brilliant sapphire one-half inch in diameter, set in a frame of diamonds and transfixes with a diamond arrow.

be even prettier than commoner specimens of the true minerals. While speaking of precious stones, the *KEYSTONE* would say that Mr. Beath is a very skillful jeweler, and is prepared to do any kind of lapidary work, like grinding and polishing specimens, restoring chipped stones. He also makes chalcedony edges for watchmakers poising tools.

"NORMAL" asks: How to clean chamois skins so as to make them like new. The *KEYSTONE* gave the method about ten months ago but will repeat. Wash in soft water, milk warm with plenty of soap, soft or old potash soap is the best, but Babbit's or any good neutral soap will answer. Wash in strong suds, rinse in cold water, being not too careful about removing all the soap as a trace of soap left in the rinsing water does no harm but rather has a tendency to keep a dry skin pliable, wring out all the water you can conveniently, then lay the skin between two old, soft and dry towels, roll up and wring again, when the towels will absorb a good deal of the water in the skin. Dry in a rather warm room. Keep rubbing and stretching the skin until dry. Washing

"UNCLE SAM" asks: "how to hard solder gold to platinum?"

Lay a piece of dental gold foil (which is absolutely pure gold) on the platinum, and heat until the gold fuses and sweats into the platinum. Hard solder will now flow on the platinum covered with the gold.

"CRUCIBLE" asks: How can I determine the exact amount of alloy to add to say 20 dwt. of 14 K. gold to reduce it to 10? There are several methods of getting at the amount of either gold or alloy. About the simplest is to assume that gold is worth 4 cts. a karat fine. To work this rule take the proposition of 20 dwts. of 14 K. to be reduced to 10 K. Well, 14 K.

gold is worth 56 cts. per dwt., and 20 dwts. at 56 cts. gives \$11.20. To get at one alloy of 10 K. we say 10 K. gold is worth 40 cts. a dwt. Now if we divide the sum of \$11.20 by 40, the price of one dwt. of 10 K. gold we find the number of dwts. of 10 K. we could buy for this sum. And \$11.20 divided by 40 gives 28, the number of dwts. of 10 K. gold equal in value to 20 dwts. of 14 K. Consequently, if we add 8 dwts. of alloy to the 20 dwts. of 14 K. we have 28 dwts. of 10 K.

THE ladies no longer wear jewelry for the sake of display, but rather with a view to enhancing some special form of loveliness. A lady with patrician hands is justified in drawing attention to their beauty by the wearing of costly rings. A belle whom nature has endowed with the rare attribute of well formed ears will have the choicest stones in earrings. The society woman with the splendid bust will deck her corsage with a blazing pin. It has grown to be the accepted feeling that the mere possession of a valuable collection of jewelry does not call for a dazzling display at every opportunity.

The Prize Winners.

Seven Entries in the Competitive Trial for Best Series of Monograms.

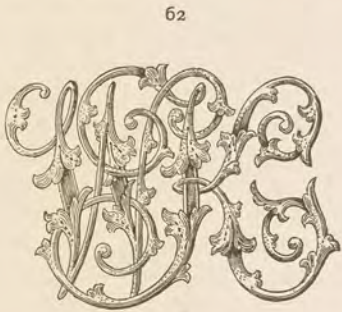
Twenty elegant specimen designs adapted for the Engraver's use, furnished by Members of the Craft, for the benefit of their fellows.

Below are the names of those who furnished specimens for this issue, and their entries by number :

- | | |
|--|---|
| WM. KIRBY, 69 Nassau St., N. Y., 61, 62, 63, 64. | J. A. FREUND, 153 State St., Chicago, Ill., 65, 66, 67, 68. |
| CLAY GLATFELTY, Lanark, Ill., 69, 70, 71, 72. | H. B. CONYERS, Sault Ste. Marie, Mich., 73, 74. |
| H. D. DENNING, Fremont, Neb., 75, 76. | W. LOCKWOOD, Mazomanie, Wis., 77, 78. |
| JUSTUS VERSCHNUR, 10 Maiden Lane, N. Y. 79, 80. | |



D.E.F.



W.K.



G.H.L.



A.B.C.



A.H.C.



M.I.O.



J.B.C.D.E.



LOUISA



E.E.W.



T.A.C.



H.I.B.



GRACE



B.S.C.



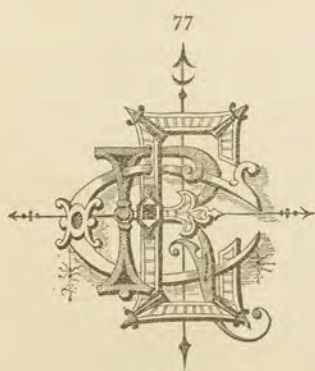
C.E.A.



C.K.



M.W.C.



R.C.E.



A.D.U.W.



K.D.



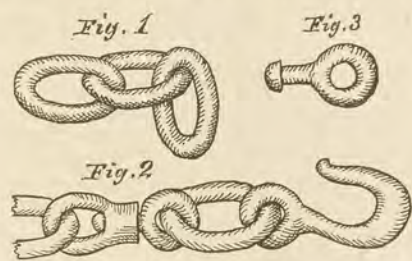
H.A.P.E.

WHITTLING.

A PLEASURE AND PROFIT FOR OUR BOYS.

Cunning devices cleverly executed by the aid of a few simple tools placed in skillful hands.

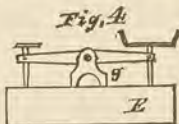
We closed our session at last lesson with our wooden chain in the process of rounding up the links, but gave no illustration to show the form of the links when so rounded. At Fig. 1, the proper form is shown, and one link is turned down so we can finish and round the end. Persons who take pride in such difficult feats of whittling add a swivel



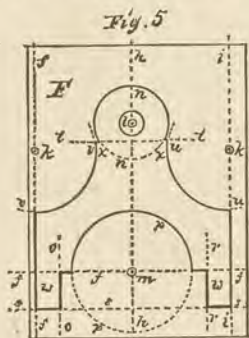
and hook, as shown in Fig. 2. To make the addition of the swivel and hook is not difficult after mastering the three links of the first lesson. The only points to be particularly observed in making the swivel and hook, are to allow extra width for the hook, when getting out the original stick for a chain; next is in separating the parts of the swivel, so the neck will turn. To make this more easily understood, we will show the ring and loop of the swivel by itself at Fig. 3. Here the ring and neck are seen as if removed from the loop, showing the neck and head. In separating the parts, the point of the small blade of your knife is worked around the head, then the long bladed bradawl, a very slim one, or better a long needle pointed as directed in last article. This awl is inserted between the neck and loop, and carefully worked around the neck until it is detached from the loop, when the head can be whittled into shape. After the principles are understood of getting the correct measurements for the length of the links and, the manner of roughing out and separating the links, all the minor details will soon be mastered.

Our next effort will be to make a useful article, which at the same time, by a slight additional expense, can be made quite attractive. The new task will be a little scale or balance weighing up to eight ounces, made entirely of wood and yet reasonably accurate, quite enough so for mailing matter. The necessary materials are to be had in the shape of two empty cigar boxes and some pieces of very hard wood, like box wood for making knife edge bearings. The object of procuring two cigar boxes is to use one as a base for our scales, the other for material. Very few tools in addition to those we already have will be needed, and the first of these will be a pair of carpenter's compasses. For our purposes the common cheap kind is better than the more expensive kind working with a screw. The entire scales are shown at Fig. 4. The lower part *E* is simply an empty cigar box about nine inches long, five wide, and two deep. Any slight variation in size will make no particular difference. The lid is removed and the box turned bottom up, and the scale works built upon the bottom, leaving the interior of the box for the guide levers and a small drawer for weights. If

such a set of scales are so made as to work nicely, the box *E* is neatly cov-



ered with plush, has four gilt tassels at the corners and the scale parts bronzed. They make no mean appearance on any desk. The first parts to make are the supports, one of which is shown at *g*, Fig. 1. To make it we take apart the extra cigar box we got for material, and from the two ends, because they are thicker, we cut out the pieces *g*. To lay one of these out, we take one of the cigar box ends, and with one gauge used for laying out the wood chain, gauge off some lines as shown in Fig. 5. The board *F* should be a trifle over two inches wide. We first gauge off a line *ff*, 1-16 of an inch from the edge. We next gauge the line *hh*, one inch from *ff*, then again the line *ii*, one inch from this as shown in the cut, which is just one half the actual size. We next, with our square, draw the line *jj*. On the lines *f* and *i*, we make a point in the board $1\frac{1}{4}$ inches from *j*, as shown at *k*, *k*. At $1\frac{1}{2}$ inches on the line *h*, we make the point at *i*. At the intersection of the lines *j*, *h*, we make the point at *m*. Around all the points or centres is drawn a small circle, so as to readily distinguish the location of the centre. We set our gauge so it will mark the line *r*, at $\frac{1}{4}$ of an inch inside of the line *i*. At $\frac{1}{2}$ an inch from the line *j*, we draw the line *s*. We next take our compasses set at half an inch, and set one of the points in the point at *i*, and sweep the circle *nn*. We change the compasses to $\frac{5}{8}$ of an inch and sweep the circles *uu*, and *vv*. With the compasses still set the same, sweep the circle *pp*. Now set the compass at $\frac{1}{8}$ of an inch and sweep



the small circle *yy*. At $\frac{1}{8}$ of an inch from the points *k*, *k*, we draw the line *tt*, *tt*, which establishes the notches *xx*, *xx*. In drawing the straight lines like *jj*, and *tt*, the point of a knife should be used. We now with a lead pencil follow the compass lines, and the scribed lines with the knife until the outline corresponds to the full black lines of the cut. We next procure the smallest and finest key-hole saw we can obtain, and saw out from the board *F*, our supporting piece *g*, shaped as shown at the full lines. The hole at *i* is to receive the knife edge bearing of the balance beam. The parts at *w*, *w* go through mortices in the top of the cigar box, down to the notches *zz*. The notches at *xx*, *xx*, are only for looks. After one supporting piece *g* is nicely cut out and finished, use it as a pattern to mark out the other one. We cannot finish our scales at one lesson consequently, we must lay them over until next session.

HANDSOME band rings are shown ornamented all the way around with unique enamel designs.

WATCH INSPECTION

ON CHICAGO, ST. LOUIS & PITTSBURGH R.R.

Sketch of its operation during the past year, and some of its results, from the "Railroad Gazette."

This road, which took up this matter a year ago, has had a very satisfactory experience with it, and the following is a brief account, given by an officer of the road, of the action taken by the officers, in consultation with three experts selected from among local watchmakers. "One of the first, in fact the principal subject to be considered, was the amount of variation to be allowed, for it was conceded that a perfect time-piece was out of the reach of the men, even if obtainable at all. In deciding upon this the price of movements was taken into account, and it being found that one which would probably not vary more than thirty seconds per week could be purchased for from \$30 to \$50, it was concluded that there was no objection to that restriction so far as the cost was concerned, and as all men have access to standard clocks, set daily, it was deemed that so much variation could be allowed with safety, and that figure was fixed as the standard. The frequency of the examinations, quarterly, was decided upon because of the experience of the three watchmakers, which had been that, especially in the case of engineers, watches often got dirty and unreliable in that time. The method of examination is to appoint, as inspector, some resident and reliable watchmaker at each point which is the end of a run; these inspectors to examine and report upon all watches taken to them with a request from the superintendent to do so. At the superintendent's office is kept a record of the watch carried by each man, and as often as necessary he is sent to one of the watchmakers with a certificate to be filled out. The road pays for all examinations, except in cases where a watch is found by the examiner to need cleaning or repairing, in which event the employe is obliged to provide himself with another movement (termed "borrowed watch"), to use while his own watch is undergoing repairs, and for this examination of a temporary movement the company does not pay, but the fee is assessed by the inspector against the employe.

The company has not gone into the details of watch construction at all, either as to adjustment, jewels, magnetic shields, or otherwise, leaving it entirely with the watchmakers to decide in each case whether or not the variation will probably be within the limit; but I believe that nothing has been accepted not full jeweled, and adjusted to temperature and position. All road and yard conductors, engineers and flagmen (rear breakmen), are required to carry watches of the standard.

Since the examinations have been inaugurated, some of the American movements have been reduced in price, so that now a movement can be purchased for twenty to twenty-five dollars. Before the system was inaugurated it was looked upon with some distrust by the men, but when they found that there were conductors and engineers running against them who carried three dollar movements purchased from tramps, they discovered that its provisions were for their own safety, and they are now its warm advocates. I have frequently seen six to nine watches compared which

would not show a difference of ten seconds between the fastest and slowest; and a watch thirty seconds fast or slow is hard to find.

MILLE MARS always carried about with her a tame adder, which she entwined around her arms in imitation of the Roman ladies. The contact of this reptile is said to have imparted great freshness to the skin of the great tragedienne.

THE sale of the French crown jewels is said to have netted almost \$1,500,000. The historical heirlooms remaining unsold, and retained for the Louvre Museum, are said to be worth nearly double that sum.

NARROW ESCAPE.

Dennis K., relates an incident of the late war which has never gone into print to my knowledge. And yet it is almost impossible to conceive a more thrilling incident. His story ran in substance as follows: "It was late in the summer of '64. I was running an engine on the Orange and Alexandria Road, transporting troops and supplies from Alexandria to beyond Brandy Station. The particular day to which I allude, I had a train of flat cars loaded with soldiers I was taking to the front—about a regiment of Rhode Islanders, and a set of men with a stronger spicing of the devil in them, I never had the fortune to meet. Now the situation was this. I had to take the train to a siding a few miles ahead, which did not meet the main line at both ends. It was arranged so a train could go on to this siding, let a meeting train pass, and then back up to the main line to go on. Well, the sum of the matter was the siding ran near the abrupt bank of one of those Virginia rivers, Rapidan, I think, where it came to a halt at an abrupt precipice of sixty or eighty feet. In fact the end of the track was within twenty feet of this jumping off place, you might well call it. For some ten miles approaching the place I had several steep grades to go up, and the engine I was running was none too heavy for the load. And the entire way up these grades, what did these devils do but kept putting on the brakes until the train would near or quite stop. All signalling with the whistle "release brakes" was no earthly use. But what could I do only take it. Finally we passed the summit about two miles from the siding, and the grade going down was even sharper than going up. We soon got a headway which was simply terrific. In vain I whistled for "down brakes," and they shouted "go it Mary Ann, I'll hold your bonnet," and yelled like fiends. For a few seconds my hair fairly stood on end. The switchman was waiting with open switch for the siding, and once on it and in ten seconds every car would be over the precipice. Again I whistled the signal for down brakes. I might as well whistled to a tornado. But just as I made up my mind to meet inevitable destruction, I saw the switchman throw the lever over, and away we went on the main line at seventy-five miles an hour. To slow up and back the train to the switch was now all easy enough. The switchman told me afterward that the whistle seemed to shriek like a human voice for help, but it was only at the last instant that he understood to disobey orders and save the lives of a thousand men.



A
 Prominent Jobber
 recently said :

“Keystone Solid Gold Cases are marvels
 of construction, fit, finish and
 ornamentation.”

—

This explains their ready sale, and the talk they have
 caused throughout the trade, as well as in
 case-making circles.

—

A most beautiful line of engravings for the holiday trade.

—

Keystone
 Watch Case Company.
 New York. Philadelphia. Chicago.



The Keystone

A monthly journal for the Jewelry Trade, published at Nineteenth and Brown Streets, Philadelphia. Price, 25 cents a year in advance.

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

Address all communications to
ROBERT W. ROBINS, Publisher,
Nineteenth and Brown streets,
Philadelphia, Pa.

PHILADELPHIA, NOVEMBER, 1887.

A SPECIAL holiday number of the KEYSTONE will be issued in December, and advertising space is going like hot cakes. Those who wish to use the columns of this paper had better make no delay in securing space and rates. There will be 36,000 copies sent out, which means five tons of paper.

LEON APOLANT, formerly with Leopold Weil & Co., is now city salesman for R. & L. Friedlander.

R. & L. FRIEDLANDER, have just issued a fine illustrated catalogue which they will forward to the trade on application.

FRANK TOWNLEY, so long with J. T. Scott & Co., who has been sick for a number of weeks, is now convalescent, and in a fair way for recovery.

THE best wishes of the KEYSTONE accompanied Mr. E. L. McDowell and his fair bride, formerly Miss Kittie Baugh, on their bridal tour. The marriage took place October 5th, at Arkansas City, Kansas.

THE display of best monogram designs, will positively close with the December number, and enough have already been received to fill two pages. Those now being sent in, are returned as too late to enter for the race.

MR. H. H. HEINRICH, of 14 John Street, is meeting with great success in his new plan of selling marine chronometers to watchmakers of good reputation, on the instalment plan. Watchmakers should avail themselves of this offer, as exactly the same price is charged on instalments as if the full price were paid in cash.

JEWELERS would do well to send at once, for one of those fine illustrated catalogues issued by H. F. Barrows & Co., No. 1 1/2 Maiden Lane, New York city, whose "ad" appears on page 11 of this issue.

THE Manhattan Watch Company forwards samples with special discounts, to any dealer on application with business card. Their business is transacted directly with the trade.

W. H. SHEAFER, 612 Chestnut street, Philadelphia, solicits an opportunity to furnish designs and estimates for any special work in artistic jewelry. His specialties are badges, medals, and prizes, in gold, silver or bronze for rowing, athletic, shooting, archery, or bicycle contests, class rings, college society pins, also, badges for military and civic bodies, quality and workmanship guaranteed. No goods at retail.

FROM various parts of the country testimonials are pouring in on the Waterbury Watch Company, praising their watches highly. The objection that the sale of the watches was not confined to the legitimate trade now having been removed, jewelers find them very salable, and it is hard work for the company to fill its orders.

A SIMPLE contrivance has begun to be used by Messrs. Jacot & Son, upon their musical boxes. It consists of a new style of pinion which is screwed on the arbor, instead of being fastened in the old way upon a square arbor. The new contrivance is one of safety, for if the mainspring breaks, the pinion is merely unscrewed and no teeth are broken upon the wheel. This firm also has a new style of box, of fine quality but simple construction, which plays for an hour at a time and only costs \$85. Their little book on "How to Repair Musical Boxes," is now in its second edition, and is receiving flattering comments from many jewelers who have read it.

TO-DAY, for the first time, is presented the advertisement of Pfaelzer Bros & Co., 719 and 721 Market street, Philadelphia, one of the leading and oldest houses in the city and country. Their advertisement is not couched in boastful language, and they are endorsed by the trade, as one of the best wholesale watch and jewelry houses in America. Their stock comprises everything in the line of watches, jewelry and diamonds, mounted or loose. A business career of over twenty years in the city, and on the same street, is a guarantee more solid than any given by unlimited printers ink. The salesrooms on first floor are well lighted, and the diamond room separate from the others has unobstructed northern light, a feature highly appreciated by buyers.

MCCALL & NEWMAN, 625 Arch St., Philadelphia, for the past eighteen years have manufactured as a specialty the well-known "Crown," gold filled and chased ring, with the high standing of which, the trade is familiar. To meet the growing demand for a lower priced filled ring, and at the same time make a ring that the trade can recommend to give satisfaction, they are now making a lower quality of filled rings stamped 18** in six different sizes, Nos. 3 1/2, 3, 2, 1, 0, 00. The work on this ring they will keep up to the standard of the Crown ring, making the difference in the quality of the covering only, which will be 10k. The prices of the 18** are very much lower than for any ring ever made by them before, and they think lower than for any filled ring in the market.

THE KEYSTONE gives with this issue the initial chapter of a series of communications by a new contributor, The "Peripatetic Watchmaker." These articles will have a wide range, and embrace many topics. This will be better understood when it is explained that the writer is a practical watchmaker, with the additional advantage of a liberal education, a quiet vein of humor, and a tendency to philosophise. Over application and study impaired his health. To remedy which he devised a very perfect, but light set of tools, with

which he is roaming about the country, gaining his health and making a living. The understanding with the KEYSTONE management is, that he is to write about what he sees, what he does, and what he thinks (philosophises) about. The whole to be copiously illustrated with original drawings, for he is also an artist of no inferior skill. The KEYSTONE congratulates itself in securing this versatile contributor for its readers.

THE KEYSTONE is under many obligations to the kind friends, who in response to our urgent request, have been sending to us back numbers, particularly those of July and August. The request was made to meet the clamorous calls of the new subscribers who wouldn't be satisfied unless they could have those issues. More papers than usual were printed, and yet the supply gave out. This was a gratifying proof of the rapid increase in the circulation of the paper, but the requests were difficult to meet, as such requests always are. And if there are any duplicate September numbers, we shall be glad to receive them also, for the supply is low.

THE management of the KEYSTONE begs to correct an inadvertence that crept into the October issue in the shape of a clipping from one of Philadelphia's leading daily papers in regard to the use of marine chronometers to indicate standard time. The KEYSTONE has grown to such proportions, that one man or five men can not do the work absolutely necessary to get the paper to press, and in the present instance the error arose because the extract was not subjected to the inspection of the man who manages the technical department. On calling his attention to the article, he said that he had not seen it until the edition was issued. The matter was referred to him and below is his report:

No doubt, the quality of many of the chronometers used by the watch-making fraternity are bad enough, still in no degree as inferior as the Philadelphia *News* would have its readers believe. Probably, if any such conversation ever occurred, for reporters are inventive, the policeman was some ignorant fellow, who, if he had ever been to sea, except "half seas over," never held any position on board ship except at the captain bars, or to pull at a fall.

I give below a summary of a report from Mr. Hartnup, Director of the Observatory at Liverpool, England. This observatory was especially founded for the care and correction of marine chronometers of merchant ships. The table is compiled from the record rate of 1,700 chronometers. Many of the chronometers were such as made Indian voyages and had been broiling under a tropical sun for months without oil or especial attention. The monthly errors were as follows:

Average error of the 1,700 chro. in 1 mo. 24 sec.	
" " " best 10 in 100,	- - 1 "
" " " 2nd 10 " 100,	- - 4 "
" " " 3rd 10 " 100,	- - 6 "
" " " 4th 10 " 100,	- - 8 "
" " " 5th 10 " 100,	- - 9 "
" " " 6th 10 " 100,	- - 12 "
" " " 7th 10 " 100,	- - 20 "
" " " 8th 10 " 100,	- - 28 "
" " " 9th 10 " 100,	- - 36 "
" " " worst 10 " 100,	- 1 min. 40 sec.

So it will be seen the average of the worst 10 in 100, is a little over one minute and one half in a month; which is certainly abominably bad. But it must be remembered at the same time

that this lot was the worst of 1,700, while the best 10 showed an average error of only one second a month. Another feature of marine chronometers is a change of rate when taken on board ship; every chronometer has a "ship rate" and "shore rate." This of course does not occur however with chronometers used by jewelers as regulators, as they remain constantly quiet and in one position and show only "shore rate." Anything like a good chronometer will in a jeweler's window have a rate of not more than 5 or 10 seconds a month, and this is a constant gaining or losing, *i. e.*, if a chronometers rate is a gaining rate of say 8 seconds a month, it keeps gaining 8 seconds a month and at the end of two months would be over a quarter of a minute fast. This is one cause of chronometers getting a bad reputation, the owner allowing the monthly error to accumulate until like enough half a minute astray.

NEW YORK NOTES.

The Aikin, Lambert & Co., gold pen, still leads in the pen race. Merit always wins.

Will Lippus, with R. & L. Friedlander, is doing a good trade in the West. R. & L. is one of the new houses in American watches, and is meeting with the success that energy and push always achieve.

I had the pleasure of meeting with Mr. Frank, of L. Herzog & Co., on the road a few days ago. Mr. Frank is a gentleman that it is always a pleasure to meet, for he is as affable as he is intelligent, and that is saying a great deal.

Messrs. King & Eisele, of Buffalo, have moved their factory and now use the three large floors of the old place for their trade. This house is a sample of what young America can do. Their Snaps are being gobbled up lively.

Philip Present, of Rochester, N. Y., does a large local business in that city, and a jobber who can do this in his own town is certainly as fortunate, as he is rare. Philip is a good fellow.

I met that veteran salesman, Wm. Wallace, of J. T. Scott & Co., at Rochester, recently. Wallace is one of the most popular salesmen on the road and deservedly so.

The many friends of Mr. Townley, of J. T. Scott & Co., New York, will be sorry to hear that he is sick and unable to attend to business, and has been for some time. Mr. Townley is a man one misses off the Lane.

Frank Davis, of Wheeler, Parsons & Hayes, is doing up New England in his usual rushing style, selling lots of goods and making plenty of friends. It is said that Frank's recent marriage caused a great deal of regret among many of the pretty girls of New England.

I saw Dick Supple in Boston last month. Dick is with the popular house of D. C. Percival & Co., Boston, and reports trade good. Jewelers like to have him call on them, as he is clever, good looking and bald-headed.

The house of P. W. Ellis & Co., Toronto, report a heavy trade. The stock of diamonds carried by this house would make a great many so-called exclusive diamond houses look sick. They are among the most clever houses in Canada.

ADVERTISEMENTS.

THE KEYSTONE is the best advertising medium in the jewelry trade for the following reasons:

- 1. Because it is as bright as a new dollar.
2. Because it is the cheapest of all the jewelry trade publications.
3. Because it has a larger circulation than any two of the other trade publications.
4. Because its columns are never filled with mouldy old chestnuts, repeated from trade publications that are now out of date.

FOR SALE.

PAYING Jewelry business, established at same place 23 years ago. Value stock and fixtures, about \$3500, can be reduced January 1st to \$1000.

THREE good articles. "Granite Hold-Fast Cement" for jewelers use. Per bottle, 15 cents. "Bartholdi Gold Paint Solution" for covering up hard and soft solder work. Excellent. Per bottle, 15 cents.

FOR Cash. Well established watchmaker and jewelry business in Lafayette, Ala. Population, 15000. No competition. Stock and fixtures invoice about \$2500.

JEWELER'S safe costing \$400 for \$80. Good order. 52 in. bicycle for \$40. Box 49, Plainfield, N. J.

ANY party wishing to engage in the jewelry business can learn of a good opening in one of the best towns in the Northwest by addressing "V."

ONE of the best paying retail jewelry stores in the state; old established stand doing a profitable business; net profits last year over \$4,000; fine store-room, heated by steam; plate glass front, marble floor, first-class show cases and fixtures; must be seen to be appreciated.

A bargain. Jewelry stock and fixtures in county seat of Richest Coal County in Kansas. Good railroad center, fine farming country. Stock invoices \$25,000. Sell for less. Further information of "W. E. S." this office.

TRADE. Eighty masquerade suits, almost new, at a bargain. Address, jeweler, Box 465, Wellsburg, W. Va.

ONE share stock of Aurora Watch Co. "K. S." this office.

TWO silverware wall cases, ten feet. First-class. Cheap for cash. To sell or exchange, jewelers safe 45 inches high 36 wide. W. D. McGlothlin, Dover Del.

HARDWARE store in pleasant village, 2 miles south of R. R. station, in thickly settled agricultural region, 100 miles west of Phila., doing very extensive business in hardware, stoves, tinware, house furnishing goods, in fact, a store of stores.

BARE chance to close up the estate of Eli K. Soliday, Lambertville, N. J. I offer the stock, tools and fixtures for sale for about \$2,000 cash. The stock consists of watches, clocks, silverware, jewelry, spectacles, and etc., which I will sell at inventory prices, which are from 10 to 75 per cent below cost.

JEWELRY store in nice town 1200 inhabitants, and no opposition. A fine chance for a man with \$1200. Good reasons for selling. O. H. Farr, South Charleston Ohio.

SMALL jewelry business that pays. Good, clear stock. Satisfactory reasons for selling. Jewelers that want location will do well to investigate. D. R. Porter, Leon, Iowa.

JEWELRY store, stock and fixtures. Value \$2000. Bench work \$1500 a year. Price, cash, \$1200, best location on north side Chicago. Don't write unless you mean business. Address "R. K." this office.

SMALL select stock, watches, clocks, silverware and jewelry, with fixtures, and one of the best locations in Rochester. Good reasons. "Jeweler," box 507, Rochester, N. Y.

ONE No. 1 1/2 Whitcomb Lathe but little used. S. Florence, 2953 Groveland Ave., Chicago, Ill.

NICE assortment of jewelry and silverware, worth \$1000 or \$1200. Also Hall's burglar proof safe. Good reasons for selling. Population about 1800, and only two jewelers. Address J. S. Shaw, box 130, Cardington, Ohio.

CASH, small, well selected stock and fixtures, including 3000 lbs double door Marvin safe, almost new, lot of finished jobs and materials. Rack holds from 30 to 55 watches steadily, 43 at present. Doing a business of \$200 per month and over, and can be increased. Jobbing alone will average \$100 per month, year round. On main st. of town of 10,000 inhabitants, about 45 minutes ride from N. Y. city in N. Y. state. Established 4 years. Reasons for selling continued ill health. Rent reasonable, and town growing rapidly, nearly 300 new houses in past two years. "N. N." this office.

WELL established jewelry business in a rapidly growing lakeport, canal and railroad city of 15,000 inhabitants in western N. Y. Stock and fixtures about \$4000. In the most prominent place in the city. Gains amount to \$3000 per year. Good reasons for selling. \$1000 cash down and time on balance. Only those with cash and who mean business need apply. "Opportunity," this office.

FOR SALE.

BARE bargain. A thousand dollars cash will buy jewelry store, fixtures and stock. New brick building. Best business location here. Population 1200. County seat. P. O. Box 8, Morgantown, N. C.

JEWELRY store. Manufacturing town. New Hampshire. 5,600 inhabitants. Stock and fixtures \$2000. Box 272, Claremont, N. H.

FIRST-CLASS jewelry store in Chicago. Repairing \$50 per week. Sales good and increasing. Well-established. On account of other interests will sell. Invoice from \$3,000 to \$4,000. "M. J." this office.

\$3000 stock jewelry. Good town, 2500 population in southern Iowa. Good farming country. Splendid educational advantages. Two railroads. Will reduce stock. "Hawk Eye," this paper.

FOR cash. Small stock at appraisal. Rare chance for practical watchmaker in town of 9000. Store tools and fixtures about \$800. P. O. Box 354, Spencer, Mass.

A Rare Chance.

Stock, fixtures and good will, or fixtures and good will alone, of a well-established jewelry store, in good location. Store and dwelling fronts on 2 main streets. Has large bulks, and entrance from each side; doing fair sales business, and best run of bench work, on steady increase, in this section of city. Place is in a prosperous condition, and must be seen to be appreciated. Ill health cause of selling. "Business," this office.

SPECIAL NOTICES.

SEND to Geo. B. Clary, Moravia, N. Y. for "Magic Silver Fluid," for instantaneous silver plating of brass, copper etc. It contains no acid or quicksilver. Price \$3, and \$5 per dozen; less 1/4 to the trade.

JEWELERS wanting watchmakers and watchmakers wanting positions would do well to correspond with me. I keep a record book of all such wants and without charge for this service, have been the benefactor on both sides. C. Reiss, wholesale jeweler, dealer in watches, tools, materials, etc., 31 and 33 S. Pearl St., Albany, N. Y.

JEWELER'S Practical Receipt Book, 5th edition, revised and enlarged; 48 pages, 15 cents. "Watch Repairing," 80 pp. illustrated paper, now in press, 35 cents. "The American Jeweler," monthly, 32 to 48 pp. 50 cents per year, until Dec. 15. Sample copies on application. "Watch and Chronometer Jeweling," 100 pp., illustrated paper, 35 cents, cloth 50 cents. "Watchmakers' and Jewelers' Practical Hand-Book," 128 pp., illustrated paper, 35 cents. "Repairing Watch Cases," paper, 15 cents. "Aeme Record of Watch Repairers," the simplest method of recording watch and clock repairs; book of 1,000 entries, \$1. Geo. K. Hazlitt & Co., 174 Clark St., Chicago.

If you want to trade your stock for Kansas farm- and town property, address Peter Miller, King man, Kas.

HOW to prevent breaking mainsprings, especially while under warrant is important to every jeweler in the land. Send stamp for circular to J. Harding, Effingham, Ill.

SPECIAL NOTICES.

EVERY beginner should read "Valuable Suggestions." It tells all about how to run a jewelry store and become a successful merchant. Only 35 cents in stamps. Mention this paper. H. Wettstein, Harvard Junction, Ill.

\$2800 for best business in one of Kansas' finest cities, of 7,000 inhabitants. Jewelry, books and musical goods. Lock Box 543, El Dorado, Kansas.

"VALUABLE Suggestions" to jewelers, treats on subjects never before elucidated; tells how to conduct a store in all its details; become a good salesman; exposes the tricks of shoplifters and sneakthieves; gives information of infinite value to all. It contains "Hold Your Trade" which tells how to counteract the pernicious cut-throat advertising of prices in newspapers, as destructive to all branches of trade. These instructions alone are worth the price of the book. Only 35 cts. in stamps. Herman Wettstein, Harvard Junction, Ill. Mention this paper.

HAS. REISS, 31 and 33 S. Pearl St., Albany, N. Y., is the busiest trade repairer in the U. S. Packages with broken watch work coming from all over and promptly attended to by experts under his personal supervision. Special despatch to jewelers at a distance.

TIME is money. On receipt of 50 cents, I will send instructions how to clean the dirtiest clock movement in five minutes without taking apart, at a cost of one cent. T. B. Stephenson, Canandaigua, N. Y.

SEND all your work to Charles Reiss, 31 and 33 S. Pearl St., Albany, N. Y. New staffs, pinions, cylinders fitted with despatch. Stem-winding wheels cut to order. 7 expert watch repairers employed specially for trade work. Send for catalogue. Correspondence solicited. Mention this paper.

A GOLDEN opportunity for you to step into a big paying jewelry business. Engaged in other business. Will sell our jewelry store in town of 3000 population in Missouri. County seat. Only one other store in the county. Doing a good paying business. Beautifully located. Don't write unless ready to buy, and have \$1000 in clean cash, and mean business. State distinctly what you can do and when you can do it. Will reply in like manner. Stock is clean and fresh, and will invoice \$3000. Add. "Strictly Business," this office.

THEO. GRIBI, formerly of Wilmington, Del., desires to say to his many friends and acquaintances in the trade and out of it, that he has organized a repair shop for fine watch and chronometer repairing at No. 70 Monroe St., Chicago, Ill. His thirty years experience at the bench, the last ten of which has been spent as foreman of the adjusting department in one of the largest factories in this country, an outfit of tools seldom owned by an individual workman, together, with every modern scientific appliance that can be marshalled into service enables him to confidently expect to win the patronage of all his old customers and many new ones. Inquiries promptly answered. All work done promptly, and under his personal supervision. Special attention paid to adjusting to heat, cold and positions, as well as all kinds of new and difficult work. Price moderate. Try him.

WANTED.

SECOND-hand engraving machine, in perfect order, and cheap. State kind, price, how much and what kinds of type. W. Ware, Waverly, N. Y.

GOOD watch repairer and engraver, with good set of tools. \$50 per month. Permanent situation. Chase & Chase, Artesian city, Dakota.

GOOD watchmaker that can give good ref. C. E. Riddiford & Co., New Milford, Conn.

FIRST-CLASS man to repair clocks and jewelry, must understand all kinds of jewelry repairing. Address Louis C. Eizenschmidt, Newport, Ky.

MAN to repair watches, clocks, jewelry, etc. Steady work to right man. Will pay \$40 per month to begin with. One that can engrave preferred. Address with ref. Lock box 29, Lehighton, Carbon Co., Pa.

YOUNG man of good address to do jewelry jobbing, clock work and assist generally in store. Must come well recommended. Address stating wages wanted. Geo. W. Ludwig, Chambersburg, Pa.

SINGLE man as watchmaker, for plain watch and jewelry work. State wages wanted and give references. Permanent place for right man. Heuser Bros., Wytheville, Va.

FIRST-CLASS watchmaker, with complete set of tools. One that can engrave preferred. Send price and references to Nowlan & Co., jewelers, Richmond, Va.

SWISS Universal Lathe, with slide rests. Must be a first-class tool, and in very good order. State size of head, etc., and lowest cash price. John Paterson, Johnstown, Pa.

LIVE, energetic, experienced and practical jeweler to put labor against capital. Must come with good references. Address J. S. Shaw, Cardington, Ohio.

EXPERIENCED watchmaker wanted at once, no other need apply. Address, Phil Harris, Albany, Ga.

YOUNG man, able to do ordinary watch, clock and jewelry repairing, somewhat of a salesman; willing to be about the store. Plain engraver preferred. Pay \$40 per month, \$5 more if engraver. Permanent job with increase of salary. Must not drink, and come well recommended. Box 69, Fulton, Kentucky.

SALESMAN and engraver, must have experience in trimming show windows (Diamond Palace plan) and able to take care of stock. One that can give undoubted ref. as to character and ability, can hear of a good, permanent position by addressing, Jos. P. Wathier & Co., 178 W. Madison St., Chicago.

GOOD watchmaker to take charge of a jewelry store in a bright Kansas town. Address giving terms and references. "H. L. R.," this office.

EVERY jewelry to try Frear's hard solder and flux, liberal samples for 25 cents. W. L. S. Frear, Union Springs, N. Y.

SECOND-HAND upright engine and boiler, must be cheap and in good order. 2 or 3 H. P. J. D. Winne, Union Springs, N. Y.

(Continued on page 16.)

Send for Catalogue Send for Catalogue

SEE TO IT THAT YOUR FALL NOVELTIES IN Fine Rolled Plate Chains BEAR H.F.B. & CO. STAMPED ON BOTH TAG AND SWIVEL H.F. BARROWS & CO. No. ATTLEBORO, MASS. 1 1/2 MAIDEN LANE. N.Y. SAMPLE OFFICE

Mention this Paper Mention this Paper

ENGRAVING machines, will sell one of them. Stark's staking tool and a few other tools, or trade for diamonds. Box 94, Nashville Tenn.

BEST chance in the northwest for a good watchmaker with small capital. Good clean stock jewelry, watches, etc. Taylor Safe Show Case; watchmakers tools, including American Lathe, polishing lathe, etc., invoicing about \$2,000—all new 6 months ago. Bench work \$150 per month, could be very materially increased by watchmaker who could do engraving. Prices rec'd for watch repairs: Cleaning \$1.75, mainspring \$1.75, glasses, hgt. 25c., A. F. 50c., and others in proportion. Town 4 years old; 1,000 inhabitants—all English-speaking, fast building up, has large flour mill, Agricultural and Theological College, 4 churches, 3 large hotels, Bishop's residence, and etc. On main line Canadian Pacific Railway. Another R. R. will be built through town in spring; contract now let. Good country, well settled all around. No opposition. Centre for several towns. Rent, \$10 per month, board, \$4 per week. Will sell with or without tools. Stock could be reduced. Repair trade established 2 years. We mean business—none need apply without \$1500 cash. Good reasons for selling. Address, Lock Box 392, Qu'Appella, N. W. T., Canada.

RARE opportunity: jewelry, musical instruments and stationery business, choice location, near depot at Daytona, and the beautiful Halifax river. Only jewelry store south of St Augustine on the coast. Income over \$1000 a year, and improving fast. Stock and fixtures about \$1700. Rent cheap. Cause for selling eyesight failing. Address, G. H. Clark, Daytona, Florida.

TO good watchmaker, a rare chance. \$450 will buy good set tools and materials, and only store in town. Address "T. P. S." lock box 36, Hubbard, Texas.

ABOUT \$7,000 will buy one of best jewelry establishments in Central America, in live town of 2000 inhabitants. Ad. "Newton," care KEYSTONE.

EVERY jeweler who desires to increase sales, 100 watches or more a year, send stamp addressed envelope to J. T. Little, box 218, Arkansas city Kansas.

JEWELRY, notions, dry goods, and supplies of all sorts, for jewelers and their families, purchased and forwarded for a small commission. References in this city: Keystone National Bank, John Wanamaker, Tallman & McFadden, and others. For information and circulars, Address, Phila. Supply Co., care this paper.

JEWELRY and stationery stock in live Michigan town for sale. Invoice, \$1500. Only store. Good run of work. Box E, Crosswell, Mich.

SEND your over-work or difficult jobs in jewelry repairing to W. S. L. Frear, mfg jeweler, 55 Cayuga Street, Union Springs, New York.

EVERY skillful workman will take a limited number of pupils to give practical instructions in watch repairing, including turning, springing and adjusting, to which can be added lessons in engraving, diamond setting, etc., etc. An evening class for those who are employed during the day. For particulars, add. "Horological School," this office.

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. I. S.



emmen Enlight-
eners, de poet ob de
s'ciety, Chestnut
Snowstorm, will
open de exercises
dis ebenin' by read-
in' a poem called
"De old Boss case
that hung on de
wall." It am a par-
ody on de "Old Oaken Bucket," an'
Chestnut hab done got dere in big
style.

DE OLD BOSS CASE.

How dear to dis heart am de scenes ob my child-
hood,
When fond recollection presents dem to view,
De orchard, de meadow, de deep tangled wild-
wood,
An' ebery lubed spot, dat my infancy knew,
De wide-spreading pond, an' de mill that stood by
it,
De bridge, an' de rocks where cataracts fall,
De watch ob my fadder, dat he carried so long,
De dear old Boss case dat hung on de wall,
De old patent case, De Boss patent case,
De Jas. Boss case, dat hung on de wall.

Dat patent old case, I hailed as a treasure,
For often at noon when hunger I'd feel,
I found it de source ob exquisite pleasure,
To find it was time for de noon-day meal,
How ardent I seized it, wid hans' dat were glowin',
An' held it so tightly, for fear it would fall,
An' foun' dat dis emblem ob truth was still goin',
As I returned it again to its place on de wall,
De old patent case, De Boss patent case,
De Jas. Boss case, dat hung on de wall.

How sweet from de pocket, it was to receiv it,
As poised on de han', it pleased de eye,
Not a solid gold case, could tempt me to sell it,
De brightest or best, dat money could buy,
An' now far removed from de lubed habitation,
De fear ob regret will intrusively fall,
As fancy reverts to de ole man's plantation,
An' sighs for de Boss case, dat hung on de wall,
De old patent case, De Boss patent case,
De Jas. Boss case, dat hung on de wall.

Befo' procedin' to de lectur' dis
ebin', dar am a few communications dat
need tendin' to. Heah am a letter from
Tutti Frutti Stewart, an' Taffy Tolu
Simpson, axin' dat dey be pinted de
dudes ob de sciety. Dis communication
am referred to Foolkiller Snowpaddle,
wid instructions to kell 'em bof, an' der
skulls will be cleaned an' dried an'
worn as charms on de watch chains ob
de Foolkiller an' de Janitor.

Heah am an' odder dat speaks for it-
self. To de President ob de Enlightners:
I has been very much 'stonished ob late
to see dat some ob de nice engravings
ob de Boss an' Keystone gold cases hab
been stolen by seberal concerns, dat hab
de cheek to call demselves competitors
ob de Keystone Company, an' one very
large company am one ob de most
guilty. I would like de opinion ob de
sciety on dis important question.

SOLIDBOW DENNISON.

Der am so much dat am reprehensible
in de communication ob Solidbow dat it
am difficult to fin' out what to say an'
how to say it, for to say it properly, a
fellow wants to be in a ten acre field an'
no one near him but a deaf an' dumb
man an' his mother-in-law. But I'll say
dis much in de hall, dat it am a blanked
shame, any concern dat had any respect
for itself would not do it, an' de fact dat
dey do it, am proof dat dey hab no re-
spect for demselves, an' people ob dis
class am not worthy ob de respect an'
support of respectable people. It am
derfore ordered dat, de boycott, be order-
ed on all dere factories, an' it am done
on de score ob honesty an' respectability.

De committee on de rules an' regula-

tions ax dat dey be allowed to de next
meetin' to report. It am granted, but
dis am de last extension, an' if dey is not
ready den, dey will hab to wear a Snide
case for three weeks, an' not be allowed
at de next possum supper.



Heah am an odder chromo from de
sciety artist, Paintbrush Snowcrystal,
it am a daisy an' will be hung up in de
art gallery ob de sciety.

De Foolkiller reports on de conun-
drum ob Wishbone L. Snowfall, dat
was giben out at de last meetin', dat
while it am not de funniest ting he eber
heard, dat der am so much within it,
dat Wishbone's life am not only spared,
but it is suggested dat de tanks ob de
sciety be woted to Wishbone. I tinks
dis am 'bout de right caper myself.
Wishbone will not hab any ting to say
at dis meetin', kase at de watermelon
soiree at Mrs. Leaderobsciety Charcoal,
he done eat so much he got sick an'
some ob de seeds ob de melon got stuck
in his teeth an' he had seberal ob his
tusks pulled out.

"Mr. President", said Dialplate
Thompson, "I moves dat we print three
million copies ob de "Old Boss Case,"
an' dat a copy be sent to de President
ob de United States an' also to de crown-
ed heads ob Europe, to de mugwumps
an' to Geo. Francis Train.

I second de motion said Knurled Cen-
tre Merrill.

"It am so ordered," said Professor
Snowball, who said: "Now gemmen
an' ladies, I proposes dis ebin' to luci-
date on de subject ob honesty, an' to
use de trade mark ob de Boss case as an
'lustration ob de subject, which am as
you all know a crown an' pair ob scales.
Befo' I begins, I wishes dat Vermicelli
H. Kain would stop chewin' de sciety
gum, an' let me wrestle wid it while I
talks.

Dere am floatin' 'round de country in
de almanacs a sayin' ob Shakespeare,
or Buffalo Bill, I'se not certain which
says dat honesty am de best policy, an'
it seems to me dat dis am such a solid
fact dat eberybody would know it, but
de fact dat de country am swimin' in a
sea ob snide cases, am proof dat some-
body don't believe in dis sayin'. I re-
members an old niggah, who, when he
was dyin', called all his chillen' 'round
his bed an' says: "Look heah you mis-
erable lazy coons, I'se got a few words
to say to you befo' I takes up my harp
in de next world, an' it am dis, "Honesty
am de best policy," an' I knows it
well, kase I has tried bofe ways, an' I
tells you dis to keep you outen' de hen
coops an' de county jails," an' den he
died.

I neber sees de crown an' scales in de
Boss case dat I does not tink ob de
human character. You see dem on de
even balance, waitin' to be weighed on

one side or de odder, an' dis am de way
ob man when he comes fresh from de
hans' ob nature, an' de problem wedder
he will be weighed down by de good or
de bad rests wid himself. Nature starts
dem all on de eben balance. She don't
make you all good, or you all bad, you
are de one's to say what it shall be, an'
I has allers took notice dat when a man
weighs dem wid honesty dey go down
to stay, an' you kin jess bet a yeller
dog dat when a man puts de scales down
on dis side, dat he am a man dat would
neber eber wear a snide case to a dog
fight.

Der am so much pleasure in goin'
'round wid an honest conscience, an' a
Boss case in your pocket, dat I wonder
dat any man can afford to make a snide
case out ob himself. It am also true
dat ob honest man does not always wear
a fur-lined obercoat, or diamonds, or
socks dat hab no holes in de heel, but
he can walk through a watermelon patch
an' look neder to de right or de left, he
can pass a hen coop in de darkest night
an' not a fedder stick to his fingers, an'
he can also hab de satisfaction ob know-
in' dat his grandchillen will not hab it
said to dem dat der granpa carried a
snide case.

Now jes tink of de feelings of a dis-
honest man. He tinks dat every man
he meets is onto him; de crow of de
rooster sends a chill down his back, and
de sight of a watermelon patch makes
his teeth chatter. He am so lost to
shame dat he will carry a snide case into
a revival of de church, and I tells you,
gemma, dat de most emphatic initials
I knows of for de dishonest man am de
letters "P. G. A.," which means dat he
is a pale gray ass.

Now, gemmens, I want ebery en-
lightner to observe de trade mark ob de
Boss Case, an' remember dat it am de
Crown and Scales, an' see dat you
weigh down de right side. W'en I
tells you dat even de little bit ob poor
gold dat dey use in makin' snide cases
will weigh de scales down, you will see
how important it am dat you do de
square ting. De man dat keeps de
scales down on de right side am a good
man to tie-to, an' when he am weighed
in de balance, he will not be found
wantin', an' don't you forget it.

De artist, Paintbrush, hab a new
paintin' dat he wishes to exhibit, so I
gibs de platform to him for dat purpose.



Dis pictur' will go in de gallery wid
de oders, an' de tanks ob de Sciety am
giben to Snowcrystal. Mr. Getthere O.
Snowshoe, de astronomer ob de Sciety,
will prognosticate on de wedder, an' I
warns him dat dis Sciety am not goin'
to stand many mistakes, in fact, we
wants no Wiggins business, an' if
Snoeshoe says der is goin to be a storm,
an' der aint none, I will say for suah, dat
dere will be one 'twixt him an' de Fool-
killer ob de sciety, an' de Foolkiller hab
special instructions to create such a

cyclone for Snowshoe dat it will be a
warnin' to all de astronomers to come
for de next hundred years.

January. Dis month will be cold;
dere will be snow an' ice, tobogganing
will be fine, an' Boss cases will be car-
ried next to de body to keep de ile from
freezin' in de wheels. Men wid big
ears, am warned to get blankets for
dem. Dis am good wedder for dancin'.

February. De wedder will still be
cold. It will be a good month to lay in
bed, while de ole woman builds de fire.
De demand for Boss cases will begin to
get better. De ground hog will come
out dis month, an' if he sees de snide
case on de dogs tail, he scoots for de
hole again.

March. If you goes far enough south,
you will see some signs ob spring. Dis
am de month to hab your Boss case
cleaned. And also to tie de snide case
on Towser's tail. Sensible jewelers will
lay in a stock ob Boss cases dis month.

April. Dere will be a terrible storm
dis month somewhar in de world.
Houses will be blown down, an' de very
debil will be pay. Men dat wear wigs
want to tie 'em down, an' snide cases
will be blown clear out ob de pockets ob
dose who hab been so foolish as to buy
dem.

May. Dis am de month ob flowers,
an' new designs in Boss cases. It am
also de month dat de circus paints de
band wagon. De wedder will be May
wedder, an' ebery one knows what dat
am.

June. De wedder gets warmer an' de
demand for Boss cases gets better an'
better, even de children cry for dem.
Der will be no snow dis month sure.
Bugs of various kind will begin to brush
up dere bitin' apparatus.

July. Dis month am de mother-in-
law month ob de year, an de reason I
calls it dis, am because it am so hot,
de married man will understan' it. De
only people dat enjoy dis month, am
dose dat own a Boss case, any man wid
a snide case will hab a hades ob a time.
Charitable people will take de snide case
off de dog's tail, kase no one will want
no mo' ob dem dan possible. Hit will
rain sometime during this month, but I
can't say jess what day.

August. Dis am de month in which
ebery dog has his day, derefore it will
not be safe to tie de snide case to de
dog's tail, dis am also de month in
which the makers ob snide cases will
say dat dey are as good as de Boss.
Don't believe it, its a lie, an' a bald
headed one. You will not need any
obercoats dis month. I spees it will
rain also in dis month.

September. Dis am de James Boss
month ob de year. Kase it am de time
dat de prince ob all fruits shows up an
all niggahs mouths will run wid water,
when dey learns dat dis am de month ob
watermillions. Dis am de month dat
everybody dat has a Boss case will be so
proud ob it dat dey will carry it in their
hand, an' de demand for cases will be so
great dat de fact'ry will run at nights.
I tinks dat dis month de moon will be
full, an' I hopes to get dar myself.

October. Am de most glorious time
ob de year. It am de time dat a fellow
wants to lib always, for it am de time
for possum suppers, an' sweet taters,
wid watermillions for desert. I was goin'
to hab a big storm in September, but
I'se put it off till dis month, ad' it will
come suah, one half ob de earth will be
blowed away, an' Chicago will be blowed
to de place dat New York now is, an'

New York will be blown into Africa, an' de only man dat will be safe will be de man wid a Boss case in his pocket. I'se sorry for de man wid de snide case, he will jess be struck wid lightnin'.

November. De President ob de United States will hab de measles dis month, an' de people dey will present him wid a Boss case which will cure him. De snow will be one hundred and fifty feet deep dis month, an' de man widout a Boss case will be in de Dime Museum as de tattoed-man. He will hab snide cases tatoed all ober him.

December. Dis am de daisy month ob de year, an' dis am de time dat de young man will gib his girl a Boss case, an' she will marry him, an' de young man dat gets his girl a snide case will get kicked down de stairs by de girls fadder, while he has No. 13 boots on, an' de young man will eat his Christmas turkey off de mantel piece. De sciety will also in dis nionth present der astronomer wid one hundred thousand dollars. De thermometer will not get up above one hundred dis month, an' I 'spects it will snow an' freeze, an' I wishes I was a plumber.

Well, said de President, if dat am not de blanked blankest stuff dat I eber heard. An' I'se sure dat if eggs were not so deah, dat de astronomer ob dis sciety would look as bad as de would smell. An' if de Foolkiller had not gone down South to kill a jeweler who said de snide's were as good as de Boss, he would, I'se suah, kill de astronomer.



Dis ebenins' meetin' will close wid dis picture by Paintbrush. It am a jolly good one an' will be placed in de art gallery an' a vote ob 'tanks tendered to him, an' a request dat the freedom ob de city of Paris be gibin' to him. Dar are seberal new tings for de good ob de sciety dat will be sprung on it at de next meetin'. Remember to paste up a few Boss stickers on your way home.

"PARSON JINGLEJAW, why is it your pulpit facilities are of so crude a nature? Can't your congregation afford you any' thing better than a barrel to preach from?" "Dat affair am jis' a pruff ob de meanness ob some prefessers ob de gospel. Parson Widemouf ax me t'other day to egschange pulpits wid 'im. I wanter 'comerdeate 'im, an' I sont my jan'tor down wid my pulpit on a wheelbarrer ter make de change-an' I wanter say dat my pulpit war oner dese whitewash 'frigeraters—an' blam't me ef he didn't sen' back dat bar'l. Tell yer now some krischins is jes' too scanlous mean ter live."

"HAVE you got any family?" asked Mac Anderson, a San Antonio lawyer, of a colored man whom he was appointed by the court to defend, the latter charged

Manhattan Watches.

Sold direct to the TRADE by the Manufacturers.

List Prices, \$5.00 to \$11.75.

Movements with or without Sweep Second hands.



Three-Quarter size cut of Hunting Case Stop Watch.

Cases in Nickel, Silver or Gold Plated Open Face and Hunting Cases.

Samples and Discounts forwarded to any Dealer on application with business card.

Manhattan Watch Co.,

Office and Salesrooms, Opp. Post Office,

234 and 235 Broadway, - New York.

This Snap continued Sixty Days from October 1st.

Snap No. 2.



Buffalo, N. Y.



They will send three of their celebrated Initial Rings, solid gold, 6 diamonds, Encrusted Letter, for \$21 net, or if cash accompanies order, for \$20. Remember this is only for sixty days. They also carry in stock everything used and sold in a jewelry store. Their gold goods are made in their own factory.

SALESROOMS.

283 MAIN, and 2, 4, 6, and 8 SWAN STREETS. FACTORY: 198 and 200 TERRACE STREET.



We are the only Manufacturers of

Diamanta Spectacles and Eye-Glasses

In Gold, Silver, Steel, Arundel, Royal Alloy, Nickel, Nickel-plated, Zylonite, Rubber, etc.



We have now on hand an immense stock of

Gold Spectacles and Eye-Glasses

of all kinds, and are prepared to fill your orders the same day as received.

We have just received our Fall Importation of Opera and Field Glasses, to which we call your special attention. Samples sent on selection. No goods consigned.

Artificial Eyes.

M. Zineman & Bro.

130 S. Njnth St., Phila., Pa.



with having stolen a horse, "I'se got no family yet. I looks to you for dat." "Look to me to supply you with a family?" exclaimed the astounded advocate. "I looks to you an' de jury, boss, I does for a fac'." "What kind of stuff is that you are talking?" "It's just what I says. Miss Matildy Snowball says ef I only gets one yeah in de penopotentiary she'll wait fur me, but ef I gets mooch, den she is gwine ter marry de very first niggah what comes along. So yer sees, boss; what a 'sponsibility dar am resting on yer."

Keystone Watch Case Co.,

PHILADELPHIA.

NEW YORK.

CHICAGO.

Makers of HIGH GRADE WATCH CASES.

Brands: Keystone Solid Gold, James Boss Filled, Keystone Solid Silver, Leader Silver, Silveroid.

Montgomery & Co.,

Dealers in

Watch and

Watch Case Makers'

Tools, Supplies and Materials.

Bristle Brushes a Specialty.

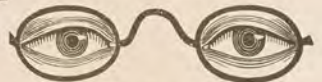
105 Fulton Street, New York.



W. W. Coomes & Co.

Successors to JACOB COLTON & CO., Established 1826.

Manufacturers of



Gold and Silver Spectacles, Gold Eye-Glasses, And Gold and Silver Thimbles. Long Meadow, Mass.

A Rare Chance!

We have an immense stock of WATCH CRYSTALS, all sizes, first quality, to make room for our Optical goods. We quote the following prices, terms cash with order.

Geneva,	gross,	\$1.10
Lunette,	"	.80
Mi. Concave,	"	1.75
Thick Flat and Thin,	"	4.00

Send your orders at once, while the assortments are complete, as we will not duplicate these goods.

M. ZINEMAN, & BRO.,

130 South Ninth Street, Phila.

H-MUHR'S SONS



FACTORY - BROAD & RACE STS. SALESROOM 629-631 CHESTNUT ST.

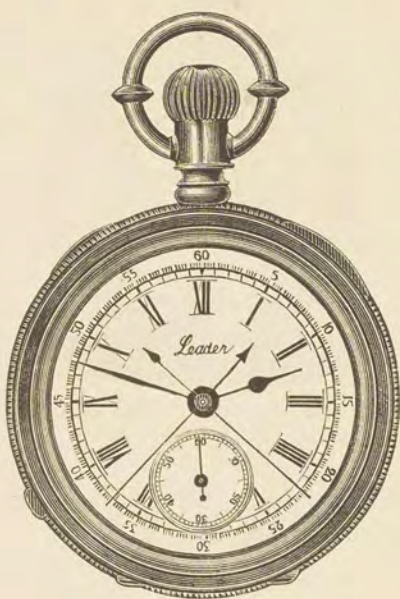
S. C. Scott.

Established 1847.

J. T. Scott.

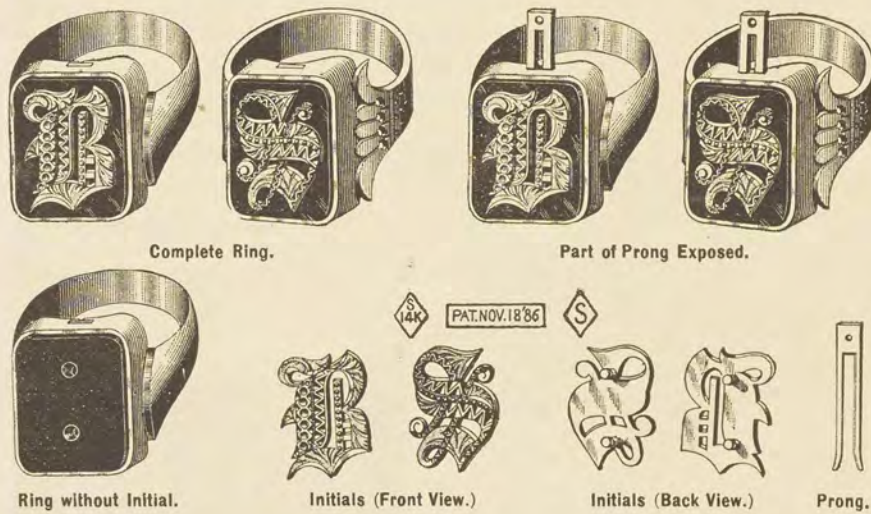
The Latest: "THE LEADER,"

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.



Shell Watch Boxes. \$15 per Doz.

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.



Patent Plate Glass Watch Tray. 11 1/2 x 8. Price \$4.50.



Plate Glass Box for 1/2 dozen Tea Spoons.

628 Arch Street,
Phila.

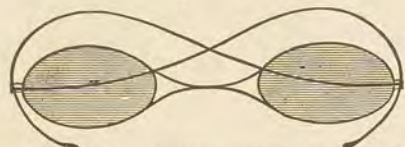


Plate Glass Ring Tray. 8 1/2 x 7. Price \$3.50.

The Philadelphia Optical Co.,

(Limited.)

916 Chestnut Street, Philadelphia, Pa.



Manufacturers of

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

We beg leave to announce that from this date we will sell you

Ephero-Cylindrical Lenses

uncut @ 45 cents per pair.

We are enabled to furnish them at this low rate on account of the immense
quantity we are turning out.

All orders filled same day as received, and all work guaranteed.

Send for our latest Price List of Glasses for Oculist's orders with the
price noted, which is NET.

LAPP & FLERSHEM, Wholesale

Dealers in everything needed by Jew-
elers. Publishers of "The Busiest House
in America" Catalogue, without our name
or address. Every Retail Jeweler can have
one with his name and town on it by mak-
ing application, accompanied by business
card.

77, 79 and 81 State St., Chicago.

Stern Bros. & Co.,

30 Maiden Lane, N. Y.

Importers of Diamonds

Jobbers in all Grades of American Watches.

Novelties in
Ornamented and "Diamond Set" Watch Cases.

Our stock in this line is one of the Most Complete to be
found in the trade.



Maker of Fine Jewelry.

Henry C. Haskell,

18 John Street, - - - New York.

SPECIALTIES: Rings of every description,
College Fraternity Pins, Class Rings, Badges, Medals, Dia-
mond Jewelry and Novelties from Original Designs.

New Catalogue sent to the Trade upon request.



The Original Gold Crown Filled Rings.



Second quality.

To meet the demand for a lower priced Gold-Filled Ring, we are now making,
in connection with the Crown Ring, a Second Quality Ring,
stamped as above.

We manufacture for the Jobbing Trade only.

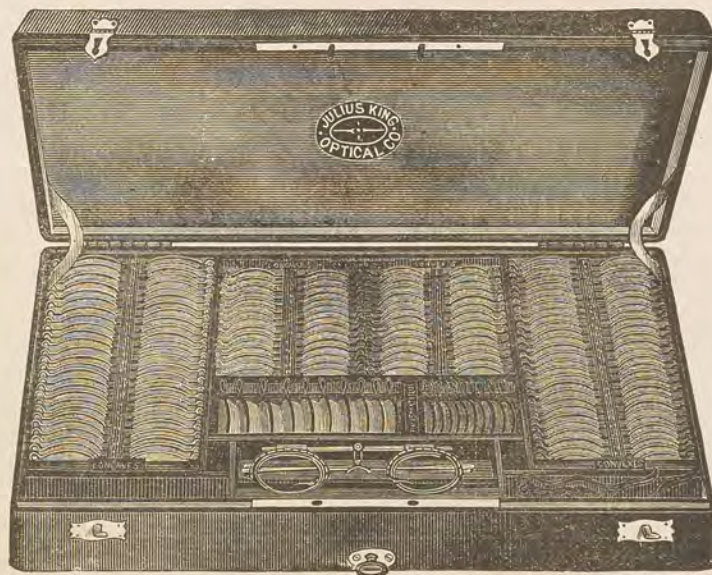
McCall & Newman,

625 Arch Street, - - - Philadelphia.

Julius King Optical Co

CLEVELAND, OHIO,
177-179-181 Superior St.

NEW YORK,
4 Maiden Lane.



Headquarters for Trial Lenses of all kinds. Eight different styles.

OUR LATEST

King's "Elite" Opera Glasses. King's "Elite" Spectacles.

Ask for the "Grab" Eye Glass. New York office in store of J. T. Scott & Co.

ADVERTISEMENTS.

WANTED.

EVERY jeweler in the U. S. to send for selection package of ready selling novelties. Send business card and reference. W. L. S. Frear, Mfg. Jeweler, 55 Cayuga St., Union Springs, N. Y.

WATCHMAKERS all over the United States to send their difficult watch jobs to Chas. Reiss, 31 and 33 S. Pearl Street, Albany, N. Y., pronounced by leading jewelers the most reliable and cheapest place in the country.

STRICTLY first-class watch and jewelry repairer and engraver, who can come well recommended as to honesty, sobriety and ability. We offer good wages and permanent situation. Must own tools. F. L. Davies & Bro., Nashville, Tenn.

POSITION as jeweler, by young man who learned trade in Switzerland, and speaks German, French and English. Good references. Fred Grim, Box 146, Alton, Kansas.

SITUATIONS WANTED.

YOUNG man 18 years old. Wishes a situation under a first-class watchmaker to finish trade. Have had three years' experience. Best of ref. Address box 1, Vandalia, Ill.

SINGLE, 10 years at the bench. Good recommendations and ref. Box 900, Demopolis, Ala.

WATCHMAKER and jeweler, 18 years experience. Do all kinds work on watches, clocks and jewelry. Have tools and lathe. Best of references. Box 1827, Houlton, Maine.

POSITION by young man of 17 to finish trade. Address, E. M. Conklin, Mount Morris, N. Y.

SITUATION by a man 24 years old. 5 years exp. Can do watch, clock and jewelry repairing. "G. E. P." Hamansville, Mo.

CAN repair watches, clocks and jewelry. Don't care to meddle with guns, musical instruments or engraving. My work gives satisfaction, and am a good salesman. Fifteen years experience at the bench. Have but few tools and no money. Want \$15 per week salary. Single man, 30 odd years of age. Will go anywhere on earth and stay with a fair, honest man. The matter of tools, and expenses of travel which must be sent me, can be fixed from wages. Who desires me? R. B. Ert, 1227 East Broad Street, Richmond Va.

By a fine Swiss watchmaker. Thoroughly equipped for doing the finest work. Address, Albert Muller, care Simons Bros., Columbia, Ohio.

Stop Thief!!

Temptation and Theft Done Away.

All dealers interested to use "Bryant's Anti-Theft and Safety Show Rings" in showing goods to customers and in display. Indispensable to Jewelers. Thousands of dollars worth of goods will be saved. Can be instantly opened by the salesman and self-closing. Send for list. Six mailed for \$1.

O. G. BRYANT & CO., Mfg. Jewelers, 124 Clark Street, Chicago.

H. M. DAVIS,

No. 73 Nassau Street, Room 6, New York. Watch Case Repairer.

Jewelers desiring first-class workmanship and prompt attention will find it to their advantage to give me a trial. Jobs sent me by mail or express will be repaired and returned promptly. Engine Turning, Springing, Jointing, Polishing and general repairing neatly and quickly executed.

L. BLATTNER, Jewelry Auctioneer.

Sales conducted in all parts of the United States. For particulars, address 223 FRANKLIN STREET, ALLEGHENY, PA. Correspondence confidential.

A. R. BRATTIN, Wholesale Jeweler, Watchmakers Tools and Material, and Jewelers Supplies a Specialty. N. W. Corner Seventh and Delaware Streets, KANSAS CITY, MO.

JAMES B. BAKER, Successor to Rem. P. Davis & Co., 1205 Chestnut St., Philadelphia, Pa. Manufacturing and Repairing a Specialty.

Tools

For Jewelers, Watchmakers, Engravers, etc.

Write for prices. All correspondence promptly answered.

Tallman & McFadden 1025 Market Street.

Col. J. M. Rutherford, Auctioneer, Specialty made of Diamonds, Watches, Jewelry, etc.

Sales made only for established jewelers in their regular places of business. Am a practical jeweler, with an experience of 25 years as a special salesman. Can refer to over 100 jewelers, for whom I have made successful sales in all parts of the United States. Address, Room 7, 618 Chestnut Street, Philadelphia.



I. Bedichimer, 616 Chestnut Street, Philadelphia. Manufacturers of Masonic Marks, Society Emblems, Pins and Jewels.

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



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.



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.

Two Specialties

Which every watchmaker should become acquainted with.

Farjeon's Genuine American Pure Silk Guards and Vest Chains. (Assorted patterns in each dozen.)

Farjeon's Celebrated Juergensen Mainsprings.

(Width and strength arranged to correspond with Dennison's gauge.)

A sample dozen Guards sent on receipt of \$2, or a dozen assorted Vest Chains on receipt of \$1.75. Parties selling these Guards are supplied with a handsome Sign. Juergensen Mainsprings, \$12 per gross at Farjeon's & Co., 25 John St., New York.

Store Established 20 years.

J. S. Niswander,

Monterey St., Opp. Williams' Hotel, Gilroy, Cal.

Dealer in

Keystone and Boss Cases,

Watches, Jewelry, Clocks, Silverware, Optical Goods, etc.

A Specially fine Stock for the HOLIDAYS.

Lowest price for Cash.

Fine watchwork a Specialty.

Established 1848.

Cooper Mainsprings.

Tempered Hairsprings.

The reason why the Cooper Mainsprings are now being used by all careful watchmakers is that they are the best springs made. They are the only springs with a record of twenty years use in all sections of the country which has successfully stood climatic changes. A record of twenty years has proven 50 per cent. less loss by breakage in the Cooper Mainsprings than of any others. They have been used by the most careful watchmakers since 1866. They are made of superior steel, admirably tempered, and retain their elasticity or spring power. We have them for the Waltham, Elgin, Howard, Hampden, Springfield, Rockford and Lancaster American Watches, also for Swiss and English. These goods must be purchased from us direct as we sell only to the retail jewelry trade.

Address

COOPER & BRO.,

Watchmakers' and Jewelers' Supplies, 35 S. 4th Street, Philadelphia.

Hirst, Moore & White, (Limited.) Wholesale Dealers in Watches, Diamonds and Jewelry, Rooms 3 and 4, 631 Chestnut Street, Philadelphia, Pa. We sell to the retail jewelry trade only.

CHAS. REISS,

31 and 33 S. Pearl St., Albany, N. Y.

Jobber in

American Watches of every description.

TOOLS AND MATERIALS.

Sells only to the jewelry trade.

J. J. DONNELLY,

73 Nassau Street, Room 6, New York.

Gold and Silver Electro Plater, Fire Gilder and Colorer.

All kinds of work neatly and promptly executed. Orders by mail or express will receive prompt attention.

F. Weber & Co.,

SUCCESSORS TO JANETZKY & WEBER,

Etchers and Engravers' Tools.

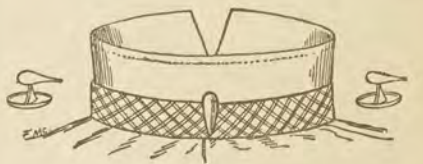
Collection of Ancient and Modern Alphabets, and Ornamental Letters for Engravers, etc., bound, \$1.50. Dearborn's American Text Book for Letters, \$2.00. Dearborn's Scroll's, Monograms, Ornaments, Crests, \$2.00. Sample Alphabets, Nos. 1 to 5. Six leaves per number, 35c. Klimesch & Co's Monograms, Nos. 1 to 13, 40c. Also, other desirable Alphabet Books, etc. Artists Materials Generally.

1125 Chestnut Street, Philadelphia, Pa. Send for Price List.

Genuine American Mainsprings

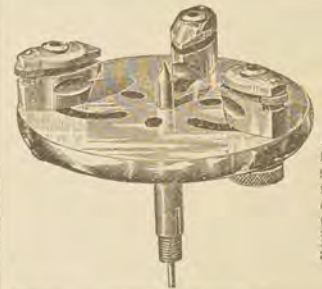
For all American and Foreign Watches.

If you want something better than you have been using, give them a trial. Satisfaction guaranteed. Manufactured by the Columbia Watch Spring and Jewel Company, (succeeding the Elliott & Moseley Watch Spring Co.) Elgin, Ill. Manufacturers of genuine American mainsprings, jewels, jewel settings and allied goods.



A GRIP WORTH KNOWING.

By referring to the cut in this column, you will see how an ingenious contrivance, patented by Mr. J. P. Delany, of No. 2 Astor House, holds down the rebellious necktie. This collar-button grips the tie and holds it in a clutch from which there is no escape. The invention is very appropriately called the "Grip."



HOUGHTON & CO.,

Manchester, N. H.

Manufacturers of face plates and slide-rests. Prices reasonable, and quality guaranteed. Ask your jobber for one on approval.

SUPERIOR ESTAB. QUALITY 1824 MUSIC BOXES

Gautschi & Sons 1876 PHILA. 1030 Chestnut St. PHILADELPHIA. SEND STAMP FOR CATALOGUE.

We are the only Music Box House in Philadelphia that import all their instruments direct from the manufactory in Switzerland.

OSGOOD FOLDING CANVAS BOAT

Invented and Manufactured by N. A. OSGOOD, Battle Creek, Mich.



BEST, SAFEST and lightest. Impossible to tip over by Rolling. Makes up four different weights, the same as four boats combined in one. Oars and paddle are, oiled, and pack in boat without extra charge. This cut shows the twelve-foot boat and packing chest. Send for Illustrated Catalogue.

CLIPPINGS


CAREFULLY CULLED FROM OUR CONTEMPORARIES.

Condensed Collection of profound wisdom, sparkling wit, and merry thoughts expressed in cold type in other journals.

One of the methods every dealer should adopt to secure popularity and consequent success, is to display his goods attractively. To capture the eye is to half capture the pocketbook. Some dealers who possess artistic tastes will make a captivating display with a comparatively small stock of goods, while others could not make an attractive exhibit if they had all the goods that are in the market. The public, however, attaches considerable importance to this matter, especially ladies, who are among the best customers of the jewelers. A show window into which all kinds and classes of goods are pitched helter-skelter, has nothing more attractive about it than the hodge-podge of an old junk dealer; on the contrary, it is more apt to repel customers than to entice them inside. A few articles, harmonious in themselves, displayed with taste, surrounded by rich velvets or plush, will make a pleasing appeal to the eye, and there will be more passers stop to examine them than would pause to look at a wagon load of goods thrown together incongruously. We noted a show window recently that was piled full of watches; some of these were exceedingly costly, the movements of the best, and the cases elegantly etched or engraved, yet their beauty was entirely lost by their mixed up promiscuously with cheap grades of silver watches, of various styles and sizes. The idea sought to be conveyed by the dealer was that he had an extremely large assortment of gold and silver watches, but two or three of these properly displayed would have been a far more pleasing advertisement, and provoked much more inquiry. He offered a surfeit when the stomach was craving a choice tid-bit. In the large dry goods stores persons of good taste are employed as "dressers" of the show windows and cases, and they are constantly striving to produce new and pleasing effects. Their employers understand that the first appeal is made to the eye, and that when that is once captivated the battle is half won. With the most beautiful goods in the market to work with, the show windows of dealers in jewelry ought to be the most attractive to be found. The point may seem trivial to many, but the most successful merchants are not above striving to please their customers in every possible way, and to hold out every inducement to entice persons into their stores. —*Jewelers' Circular.*

FEWER inventions have conferred a greater blessing on the human race than that which assists impaired vision. Dr. Johnson rightly expressed his surprise that such a benefactor as the discoverer of spectacles should have been regarded with indifference, and found no worthy biographer to celebrate his ingenuity. Unfortunately, however, his name is a matter of much uncertainty; and, hence, a grateful posterity have been prevented from bestowing upon his memory that honor which it has so richly merited. But it may be noted that popular opinion has long ago pronounced in favor of Spina, a Florentine monk, as the rightful claimant, although some are in favor

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.

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.

Established 1866.
Pfaelzer Brothers & Co.,
Manufacturing Jewelers.
 Importers of **Diamonds.** Wholesale Agents 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.

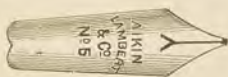


HUNT & FULLER,
Manufacturing Jewelers,
 73 Nassau Street, N. Y.

Diamond Mountings Made to Order.

We make a Specialty of repairing jewelry of all kinds. Particular attention given to all branches of the trade.

Original Designs for Badges.



Aikin, Lambert & Co.,
 23 Maiden Lane, New York.



Manufacturers of
Gold Pens, Holders, Pencils,
Toothpicks & Novelties.

New Goods for Fall and Holiday Trade.

"Show Case and Fancy Tray" Assortments in different styles.

DIAMONDS—Loose and Mounted.

WATCHES—Swiss and American, of all grades and makes.

JEWELRY—Gold, Silver and Rolled Plate.

Special Attention to Mail Orders.



Also a fine assortment of
Diamond Ornamented CASES,



of Roger Bacon. Monsieur Spoon, in his "Researches Curieuses d'Antiquite," fixes the date of the invention of spectacles between the years 1280 and 1311, and says that Alexander de Spina, having seen a pair made by some other person, who was unwilling to communicate the secret of their construction, ordered a pair for himself, found them so useful that he cheerfully and promptly made the invention public. According to an Italian antiquary, the person to whom Spina was indebted for his information was Salvino, who died in the year 1318, and he quotes from a manuscript in his possession an epitaph which records the circumstance: "Here lies Salvino Armota d'Armati, of Florence the inventor of spectacles. May God pardon his sins. The year 1318."—*London Standard.*

In speaking of the wealth of some of the ancients, says a writer in the *New Orleans Times-Democrat*, about a week since, you class Tiberius as the wealthiest at \$118,125,000, and give that of Croesus, the Lydian, at about \$8,000,000. You have not mentioned one wealthier than them all, who was Pythias, son of Aty, the Lydian, who possessed in silver and gold together \$24,516,000, which, added to his possession of land and slaves at a proportionate value, would swell his wealth to about \$500,000,000. I mean his gold at the Doric value of \$5.22; if reckoned at the value of the stater siebus it would give him in coin \$6,036,000, and with slaves and lands in proportion, a wealth of over \$120,000,000. This man Pythias, without touching his silver or gold, entertained at the City of Celæne the army of Xerxes, over 5,000,000 strong, in his invasion of Greece, and on a previous occasion made King Darius, Xerxes's father, a magnificent present—a golden plane tree and vine. This Pythias, then, was the wealthiest man in the world, and it is doubtful if there has been any one before or since equal to him.

Much study has been lately given to the origin of the diamond. The remarkable Kimberley mines in South Africa seem to show that the diamond is not a primary, but a secondary mineral, being formed from the alteration of a shale, rich in carbonaceous matter under excessive heat. At that point the gems occur in the immediate neighborhood of volcanic pipes cutting through a shale charged with carbonaceous material. The gems are most abundant on the outer rim of the pipes next the shale. In the center of these pipes the diamonds are wholly wanting, but are abundant where fragments of the shale penetrate the volcanic mass. The shale itself, in the vicinity of the pipes, contains no gems. They would therefore appear to be of secondary formation, deposited from the alteration of the shale in contact with the lava under great heat and pressure. In this country the same conditions obtain in parts of Kentucky and Georgia, but no paying "finds" have yet been made.

The latest steam-engine clock has the dial of the timepiece on one side of the smoke-stack, and a barometer in the centre of the driving-wheel. The body of the clock is made of brass and perfect in every detail.

OLD FRIENDS.

MAKE new friends, but keep the old,
Those are silver, these are gold;
New-made friendships, like new wine,
Age will mellow and refine.
Friendships that have stood the test—
Time and change—are surely best;
Brow may wrinkle, hair grow gray,
Friendship never knows decay.
For 'mid old friends, tried and true,
Once more we our youth renew,
But old friends, alas! may die,
New friends must their place supply.
Cherish friendship in your breast,
New is good, but old is best;
Make new friends, but keep the old,
Those are silver, these are gold.

—*International Magazine.*

IF YOU WOULD BE HAPPY—

Beware of the man of two faces.
Persevere against discouragement.
Take a cheerful view of everything.
In all promised pleasures, put self last.
Trust in God and mind your own business.
Pray for a short memory as to all unkindness.
Do not talk of your private, personal, or family matters.
Put not your trust in money, but put your money in trust.
Cultivate forbearance till your heart yields a fine crop of it.
Give your tongue more holiday than your hands or your eyes.
Examine into your own shortcomings rather than those of others.
Act as if you expected to live a hundred years, but might die to-morrow.
Compare our manifold blessings with the trifling annoyances of each day.
Do the duty that lies nearest thee; thy second duty will already have become clearer.
Be content to do the things you can, and fret not because you cannot do everything.
Never reply in kind to a sharp or angry word; it is the second word that makes the quarrel.
Make the best of what you have, and do not make yourself miserable by wishing for what you have not.—*Good Housekeeping.*

NEWSPAPER ADVERTISEMENTS.

An advertisement of the present day, as a rule, is a model of clearness, precision, and compactness.
In fact, quite a degree of pleasure can be derived from the perusal of it, aside from the important information which it oftentimes conveys.
In ingenuity the modern advertisement is remarkable; in fact, it is frequently a work of art, both in a literary and typographical sense. The aim of some advertisers in many cases seem to be to draw the attention of the reader away from the fact that it is an advertisement. While not taking rank among what may be termed literary productions, it possesses many of their brightest features. In the hands of a master workman, be he advertiser, writer, or compositor, the matter becomes attractive to the most casual reader. The latter's attention is drawn toward it, and his interest in it aroused before he is fully aware of the fact. The old style of merely puffing one's merchandise has passed out of date. The reading and purchasing public of to-day demand something stronger and better. That

Retail Jewelers Generally

Are gratified that their trade has finally taken our watch in stock and enabled us to do the business we have always wanted to do with the recognized jewelry trade.

This is the general expression:

Seneca, S. C., Oct. 1, 1887.

"I am glad arrangements have been perfected so that we can handle your watches in the future, and make a good profit on them. . . . I hope to sell a great many during the season.

R. W. Tribble.

This new move of ours is accepted as a good thing by the jewelers, for there is a large demand for our watch always.

The trade are supplied direct by
The Waterbury Watch Co.,

GEORGE MERRITT, General Agent.

92 and 94 Liberty St.

New York.

Stern & Stern,
No. 6 Maiden Lane, New York.



American Watches, Diamonds and Jewelry.

Diamond, Ornamented and Raised Gold Cases
a Specialty.

We offer to the trade all the advantages that capital, skill and experience can command.

this want is recognized and appreciated by the keen advertiser and equally alert public is apparent to almost every one. The fact is, advertising has become such an integral part of modern business methods that it is almost impossible to carry on any kind of trade or traffic without its aid. It is well known that many concerns pay large salaries to skilled writers whose only employment is the invention and the framing of attractive and telling advertisements.

Thousands of dollars are annually expended simply in putting the matter in shape, and many millions more for its publication in the press. The firm who can express in clear, strong, and concise language, set in attractive form of display, just what it has to offer, at once attracts the merchant as well as the consumer.

No merchant can now wholly depend for business upon the fact of his being well known to the trade. No matter how many years he may have been established, or how familiar his name is to the purchasing public, or how celebrated his wares are; if he does not advertise and keep doing so in some way, buyers and consumers will in time ignore him and visit and trade with his competitor who sounds his trumpet on all occasions to the extent of thousands of dollars a year, and pays the same without murmur because it pays him to do so.—*Dry Goods Review.*

HE THANKED HIS STARS.

"We have many things to be thankful for, Misther Hoolahan, we do indeed."

"Yis, Misther Dimpsey, we do, Oi often say to myself, Patrick, says Oi, yer naturally an unlucky divil as ye desairve to be, but yer mighty loocky in wan thing."

"An' what's that, Misther Hoolahan?"

"That Oi was born an Oirishman instid av a Russian or an Eytalian."

"That's a very proper sintimint, and yer a man fer ould Oirland to be proud av."

"Oi think Oi am, Misther Dimpsey, Oi think Oi am. But the principal considerashun Oi had in moind was that if Oi had been born a Russian or an Eytalian I could niver talk at all, at all, for they're the divil's own languages to learn, whilst the brogue comes to your tongue as aisy as 'good liquor.'"

THE BEST WAY TO GET ALONG IN LIFE.

"What is the secret of your success, Judge?" inquired a young law student of Judge H., one of the most successful lawyers of the Northwest. "Well," said the Judge with a retrospective air, "when I was a stripling of from 16 to 18, I used to hire out to neighboring farmers during the season of haying and harvesting, and when they came to know me I could always get higher wages than older and stronger men, because I always made it my haying or my harvest, working as if the field and crop belonged to me. Whether my employer was present or absent it made no difference with my work. And that has been my single rule of work through life, at the blacksmith's forge, in the harvest field, or as a hired attorney behind the Bar. I worked with might, mind and strength in any cause in which I was engaged. Now that's the whole of it—and that surely is no secret."—*Chicago Inter Ocean.*

PROTECTION.

We are agents for the sale of all goods manufactured by the

American Waltham Watch Co.

Who guarantee prices to the legitimate trade.

Rebate is paid in full to all Jewelers in event of any and all reductions of prices.

The Waltham Crescent Street and Appleton, Tracy & Co. movements are unequalled as railroad timepieces.

Nearly 4,000,000 Waltham Watches now in use.

We Solicit your Patronage.

D. F. Conover & Co.

Chestnut and Seventh Sts.,
Philadelphia, Pa.

DAVID F. CONOVER.

B. FRANK WILLIAMS.



Crescent Street Nickel.



Appleton, Tracy & Co. Nickel.



Waltham Watch Co. Nickel.



No. 35. Nickel.



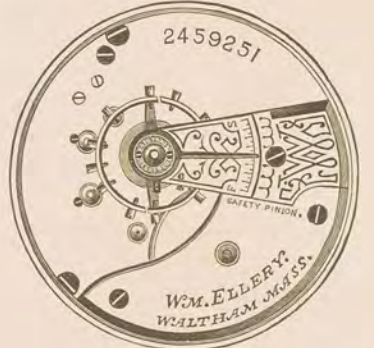
No. 25. Nickel



Appleton, Tracy & Co Gilded.



P. S. Bartlett. Gilded.



Wm. Ellery. Gilded.

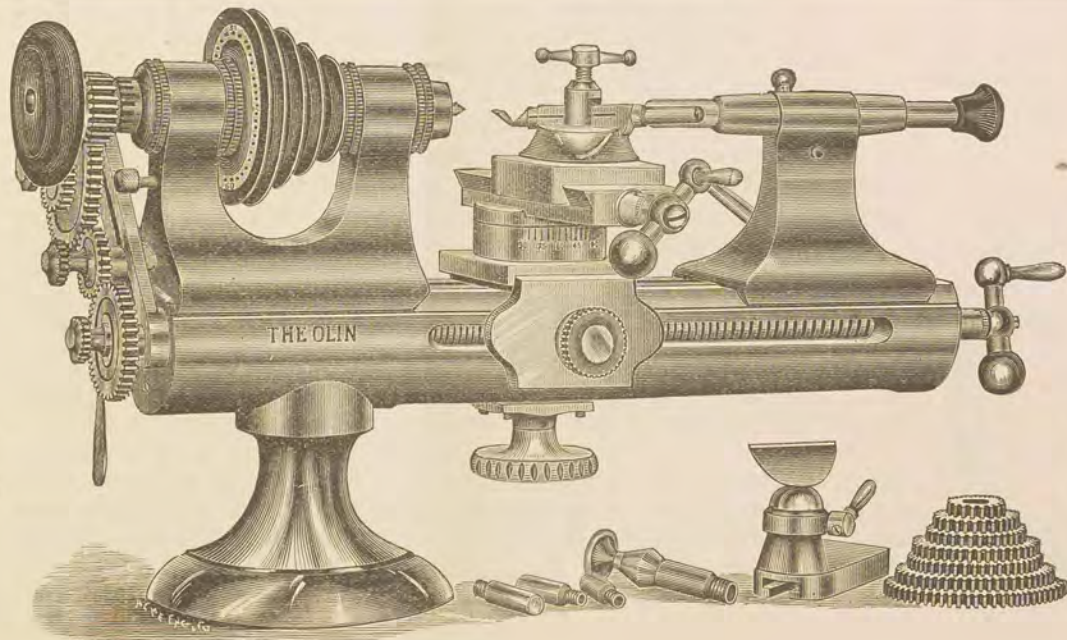


Sterling. Gilded.



Broadway. Gilded.

THE OLIN LATHE



It's a Dandy.

None Better.

If in need of a Lathe, see it before you buy. Manufactured by the

Ohio Watch Tool Co.,
Piqua, Ohio.

Makers of the cheapest, the best and most completes for watchmaker's use on earth.

Order of your Wholesale Dealer.

Cuts and Prices furnished on application.



T. B. Hagstoz & Co.,

(Limited)

Importers,
Manufacturers and Jobbers.

One of the few houses that protect the dealers' interests

916 Chestnut Street, - - - - Philadelphia, Pa.



Keystone 14 K.
and
Swiss Cases.

Eagle Gold
and
Wheat Gold Cases.

Boss Filled
and
Star Filled Cases.

Special Features.

We do not sell at retail, and never have.
We do not sell your customers and endeavor to sell
you also.
You will never meet your customers in our office.
We take as much care in filling small orders as we
do in large ones.

Rolled Plate and Fire Gilt Chains.

Monarch Filled
and
Gem Filled Cases.

Keystone Silver,
Leader Silver, and
Silveroid Cases.

Elgin and Spring-
field Movements
a specialty.



FACTORY, JERSEY CITY, N. J.
30 MINUTES FROM N.Y. OFFICE.

The New York Standard Watch Company,

Have placed on the market their new and remarkably excellent watch, in the construction of which are embodied entirely new and novel features, including

The most novel and
Accurate Watch Escapement ever made.

As a time-keeper, the "STANDARD" Watch will be found equal to any on the market.



Office:
83 Nassau Street,
New York.



ALL movements are full plate, straight-lined, lever-worm escapement, jeweled, 18 size, quick train, stem-wind and set, second hand, and fit the Standard Cases of American Manufacture.

The Watch manufactured by this Company is a marvel of ingenuity and simplicity, and possesses a novelty of mechanism which makes it a BEAUTIFUL, ATTRACTIVE and PERFECT time piece. Nothing but the very finest and best material obtainable has been used in the construction of these watches, and we guarantee both workmanship and material to be equal to that of any other first-class Watch Company.

All movements manufactured by this Company are fully warranted and guaranteed in every respect, and if any defect is found in the material or workmanship, the movement will be exchanged or the money refunded, as the purchaser may elect.

To the legitimate jobbers and retail dealers will be extended every protection, and we will use our utmost endeavors to prevent our goods and prices from falling into the hands of the outside trade.

In case of a reduction in the price of our goods, we guarantee to rebate to dealers the full amount of such difference in prices on all of our goods which they may have in stock, and fully protect them from loss. Dealers will find this watch to be the most salable and profitable of any yet handled. For price list and full information, address the New York office as above.



USEFUL MAXIMS.

Sensible Advice to Young Merchants in Every Line of Trade.

It is always possible to gain a knowledge of the principal causes of a failure if we go about the investigation in time. Upon the result of that investigation let the creditor's course of action be founded.

Plate glass, fine show windows and elegant fixtures will not alone secure customers. You must make your goods attractive as well as the store. And above all, avoid the creation of an atmosphere, both moral and physical, which is unpleasant to your patrons.

If you are in financial trouble, ascertain the whole state of your affairs. Learn exactly how much you owe. Do not deceive yourself. By doing so you may awaken suspicions of dishonesty in the minds of your creditors when your intentions are far otherwise.

Keep your store in apple pie order. Look at the samples of every commercial traveler who may offer to show them to you. You can only improve by it. You don't need to buy from each one. Don't buy too much at any one time.

Goods will not always sell themselves, and the latest styles will not of themselves increase your receipts unless aided by your business abilities. However, with them you can secure success.

If your customers know that your goods come from houses known to be at the head of the trade, they will have confidence that they will prove as you represent them, for they naturally reason that such houses did not gain their reputation by selling shoddy articles.

Give us the straightforward, fearless, enterprising man for business, one such is worth a dozen of those who, when anything is to be done, stop, falter and hesitate, and are never ready to take a decided stand.

It is only by a perfect knowledge of business, by an exercise of tact, judgment and cautious discrimination, coupled with habits of industry and a diligent observation of the laws of trade and manner of men, that a young man can ever hope to become a merchant of honorable eminence.—*Shoe and Leather Review.*

HOW TO GET RICH.

The *Boston Herald* requested General Benjamin F. Butler to write an article giving practical hints for young men on the art of acquiring wealth. To this he responded:

"A difficult task is set me, as circumstances under which young men commence life are so widely varied. But I think that more young men fail in the investment of what they earn or receive than in any other way to acquire property. The temptations to speculate are so great, and the desire to become suddenly rich so strong, that I believe eight out of ten, if not more, of young men are wrecked at the very beginning.

If a young man is earning something more than the expense of his living, and has no object in view, he is likely either to increase those expenses carelessly or to loan his money to his friends, and in so doing in the majority of cases he will lose both friends and money. So that the best thing he can do is to have an object, gather up his money, and to have a call for it which shall be a profitable one. He makes no investment because he says, "I have got so little money



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.

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

To The Trade.

I make a specialty of supplying the trade with

Stones for Jobbing Purposes.

Parties having Jewelry out of which the stones have been lost, sending their orders by mail or express, will have them promptly attended to. A large stock of Cameos, Pearls, Turquoise, Garnets, Amethysts, Doublets, Foil Backs, White and Colored Imitation Stones, Brazilian Beetles, etc., on hand.

All kinds of Settings done for the trade. Send for Price List.

WM. ARCHIBALD, 73 Nassau Street, N. Y.

S. Kind & Co.,

441 and 443 Market Street, Phila., Pa.

Wholesale Jewelers.

Fall, 1887.

The largest assortment of latest novelties in plated and gold jewelry in Philadelphia. We have all makes of American movements, also gold, silver and filled cases. Special attention paid to orders received by mail.

Chicago House: KIND, ABT & Co., 198 Madison St.

TRENTON WATCH.

Something New.

To the Trade.

To supply the demand for a good cheap watch, we have made

"THE TRENTON."

It is an accurate time keeper, a straight-line lever escapement, with second hand; jeweled; 18-size; stem-wind and stem-set. Quick train. We confidently claim that it is the best watch for the money yet produced. We invite inspection, and put the watch upon its merits. We sell them in Diamond Silver Case; Snap-Back and Bezel; also a Gold Filled, 14-k with Hinges and Cap; Engine Turned and Warranted. These Watches are for sale direct from the Factory, and will be sold to the legitimate jewelry trade only.



For Prices and Discounts, Address

TRENTON WATCH COMPANY,
TRENTON, N. J.

that it won't come to anything. I will wait until I get more;" and in waiting, generally, what he has goes.

When a young man has a very little money, let him buy some property, preferably a piece, however small, according to his means, of improved real estate that is paying rent. He had better buy it when sold at auction, under a judicial sale, paying in cash what he can, giving his notes for the balance in small sums coming due at frequently recurring intervals, secured by a mortgage on the property, and then use all his extra income in paying up those notes. It is always safe to discount your own note, and if the notes come a little too fast, as soon as he gets anything paid, his friends will aid him when he is putting his money where it cannot be lost, and where the property is taking care of the interest, and in a very short time he will find that he has got a very considerable investment. He will become interested in it, save his money to meet his notes, and he will directly come into a considerable possession of property, and hardly know how it came to him. That is, he will have had a motive for saving, and will get the result of that saving, and will not be tempted to enter into speculations. Nothing is so safe for an investment as improved real estate. Nothing is likely to grow in value faster. In the last 50 years 90 per cent. of all the merchants and traders in Boston have failed. In the last 50 years 90 per cent. of all the business corporations have failed or gone out of business, so that their stock has been wiped out. In the last 50 years all the improved real estate on the average has paid its interest and taxes and quadrupled in value. If a young man's father can give him anything to start him in the world, he had better invest it in that way and let it accumulate and earn his living, and he will be richer than if he had gone into business. Jay Gould is said to have started from a mouse trap seller to become a millionaire. Assuming that to be true, he is only one of 60,000,000 of people; and if any young man thinks that he is going to imitate Jay Gould, there are 60,000,000 chances to one that he won't succeed.

A feature in some recent designs of silver dishes, geometrically spaced for inside ornament, is to have one of these compartments merely etched with some device, apparently intended to be continued, but which abruptly stops, as, for instance, intertwined ovals on one of a series of circles, while the rest, together with the centre, have rich floriated or other devices. The effect of this is not only to please the fancy with what seems a frolic of the artist but to emphasize some particular portion of the ornament in the vicinity. This style of treatment is also used as suggestive of old, worn silver plate, the forms becoming fainter, until they finally disappear.

"JOE ANDREWS, the San Francisco diamond collector, wears a \$15,000 cluster of diamonds on his necktie, surrounding a \$15,000 opal. He wears a \$15,000 single diamond on his finger, and in his pocket he carries the finest opal in the world, for which he has refused \$15,000. Those who know him never charge him with vulgarity in the display of his jewels. He is the only man of California who, when in official position, was known to return an unused appropriation to the treasury, amounting when he was commissioner at New Orleans to \$10,000.

NOVELTIES.

Brooches containing hand-painted miniatures are again becoming fashionable. Some are edged with diamonds.

A ring of yellow gold recently made has on top a very finely executed scroll, in the centre of which is set a diamond.

Spoons in solid oxidized silver have the shanks slightly thicker than the handles, and bear a chaste floral and shell design.

A novel brooch is a bunch of rich looking grapes, formed of several irregularly shaped amethysts, in each of which is set a diamond.

A novelty in silver cane-heads is the face of Old Mother Hubbard, with an etched band beneath.

A tape measure in an oxidized silver case, ornamented with repousse work, makes an elaborate tool.

A large opal sun, the rays of which are set with alternate pearls and diamonds, makes a handsome pin.

Grain-worked initials on oxidized silver match-boxes is the latest fancy—but a somewhat costly one.

A tea service of oxidized silver in Moorish design and chasing is among the latest novelties in silverware.

A peculiar biscuit jar is a peach-blow vase adorned with birds and flowers, and having a silver cover and handle.

A miniature turtle, enameled in colors, true to nature, with diamond eyes, is a pleasing novelty in brooches.

A choice toilet set is made of mother-of-pearl ware. Triangular trays with turned up edges, and basket-work engraved bottles, all of a rose-tint, complete the set.

A beautiful narcissus of white enamel, in the centre of which rests a cluster of seven diamonds, has a tasty and rich appearance when attached to a bar and used as a brooch.

A beautiful novelty is an enameled butterfly, the wings of which are edged with a row of small diamonds. A peculiar and striking effect is produced by the fluttering motion of the largest of the wings, which is attached to the pin by means of a delicate spring.

New card cases, purses, and other fancy articles are shown in pale grayish blue, old rose and faint green made up with corner of silver, gold, or bronze fret-work.

Violet pins are of thin pieces of amethyst with a knife-edge setting.

Young ladies with a sweet tooth carry small silver pocket bonbonnières.

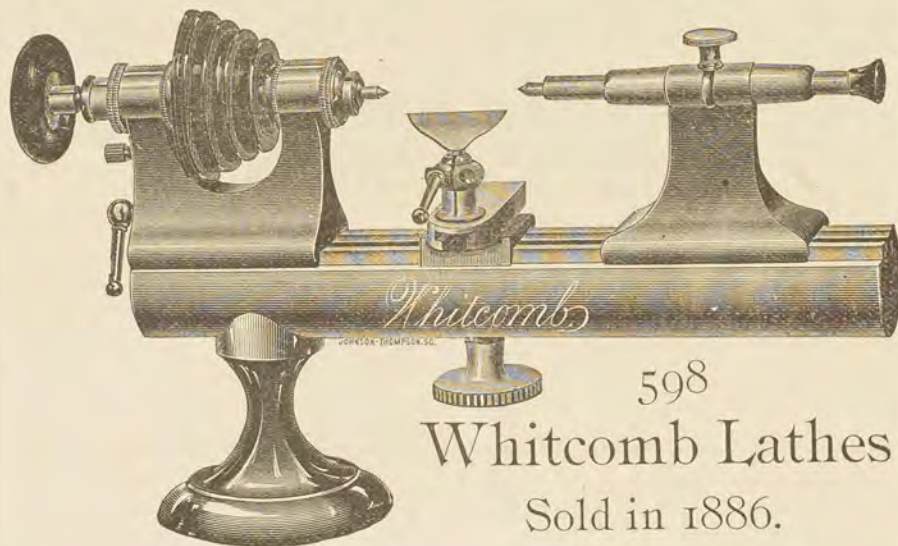
Butterflies in enamel rest upon a curved golden leaf for lace pins.

An artistic pin represents a gold palette set with jewels to imitate the paints; three golden brushes lie carelessly across.

Among a number of clocks recently brought from the other side is one that is particularly noticeable. It is a miniature water-mill. The top part is a thatched house of oxidized bronze, the under part being open and disclosing a gold paddle, the turning of which measures the time. The work is decidedly unique and complete, not even the slightest necessary detail being omitted.

A pretty ornament to be used for the hair as a pendant or brooch is a butterfly in dark blue polished enamel, with eye-spots and linings of diamonds.

—Domestic Monthly.



American Watch Tool Co.,
Waltham, Mass.

L. Lelong & Brother,
Gold and Silver Refiners, Assayers

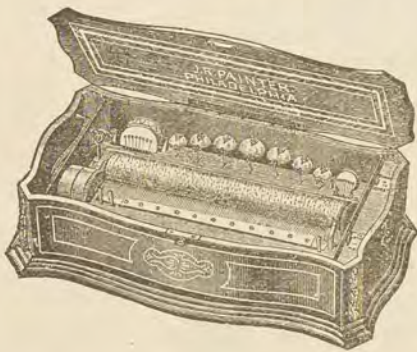
AND

Sweep Smelters,

S. W. Corner Halsey and Marshall Sts.,
NEWARK, N. J.

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.



THE "LITTLE GIANT"
RING BENDER

Patented Sept. 5, 1882.

W. W. Oliver,
Manufacturer of
JEWELERS' MACHINERY,
Tools and Supplies.

Complete outfits for the working
jeweler a Specialty.

Office and Factory
430 Niagara Street,
Buffalo, N. Y.

New Illustrated Catalogue sent free on appli-
cation.

WESTERN WILES.

The \$50 bank bill and the bland and elderly stranger.

"Have any of you found a bank note?" inquired a man in wild-eyed excitement as he hurriedly approached a knot of loungers at the Union Depot yesterday morning.

"Have you lost one?" asked an elderly stranger of bland and sedate appearance.

"Yes, yes; have you found it?"

"Wait a moment. What was its denomination?"

"It was a \$50 bill—national bank note."

The stranger leisurely drew a roll of bills from his pocket, looked them over, took one out and passed it over to the excited individual, remarking with much urbanity as he did so:

"It is well for you, my friend, that it was found by an honest man. I picked it up a few minutes ago, and take pleasure in giving back to you what I am satisfied is your property."

"Thank you, sir; thank you. It's my turn now to do the fair thing. Here's a \$10 bill. You shan't refuse it. Take it, sir; take it, or I shall feel hurt."

The stranger, thus urged, took the money, and the grateful individual walked off with his \$50. He was considerably surprised to learn, a few hours later, that the bill was not the one he had lost at all, but a counterfeit. He is now looking for the bland and elderly stranger, but there are reasons for doubting his success in finding him.—*Chicago Tribune.*

NEVER JUMPED A COG.

"Well, ef them hain't the wust lot of time pieces I ever saw," mused an old granger, as he gazed at a lot of second-hand watches in a Chicago pawn-broker's window. "Thurs one says hit's ten o'clock, hand another says hit's a quarter after 'leven, and that rusty looken one points to half-past three, and that yaller one declares hit's supper time, while the little weak one at the end of the string would like to make a feller believe hit is bed time."

Jerking out his own watch, one of the old style bull's-eyes, he continued to address himself: "Thurs the watch wat's come down from generation to generation and never jumped a cog, 'cepten when the sun crosses the line, hand then hit soon shortens up again," and he started up street leaving his blue cotton umbrella hanging on the coiling around the shop window.

In Petosky, Mich., a lady rubbed phosphorus on her bunion, presumably to ease the pain, and then retired to her downy couch. Along in the night her husband, who was a drinking man, by the way, thought he saw a fiery eye looking at him. He imagined that he saw a frightful, winged monster with one blazing eye, and after standing it as long as he could, he decided to kill it. Slowly he reached under the bed till he found his boot-jack, and after spitting on his hands, he whaled away. The next moment his poor wife gave a yell that nearly lifted him out of bed, but when he found out the true state of affairs, he was immensely relieved, even though his wife has been obliged to walk on crutches ever since.

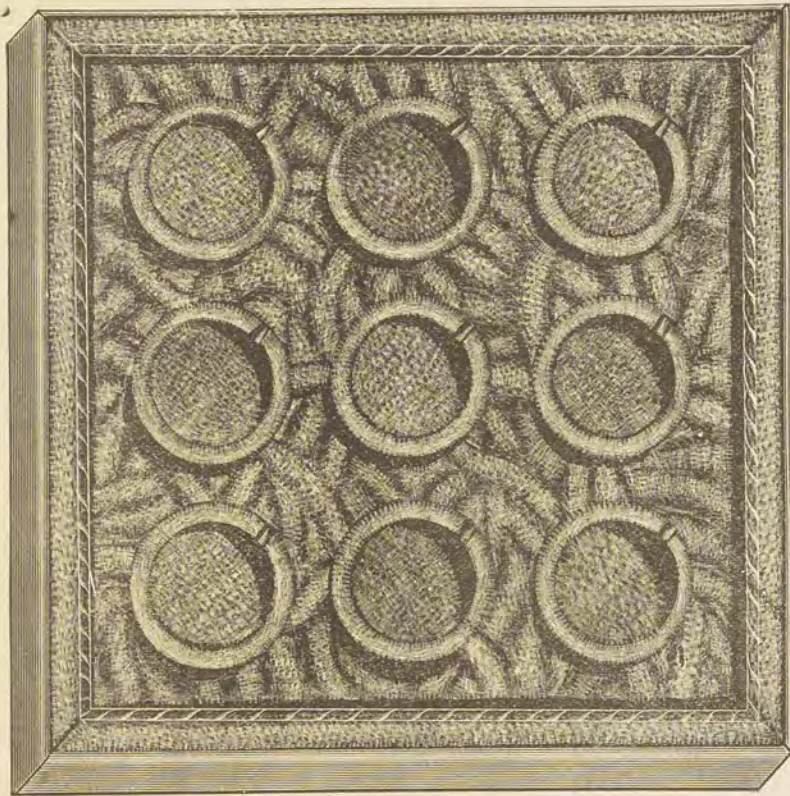
WE LEAD, OTHERS FOLLOW.

DETROIT PLUSH TRAY AND BOX COMPANY.

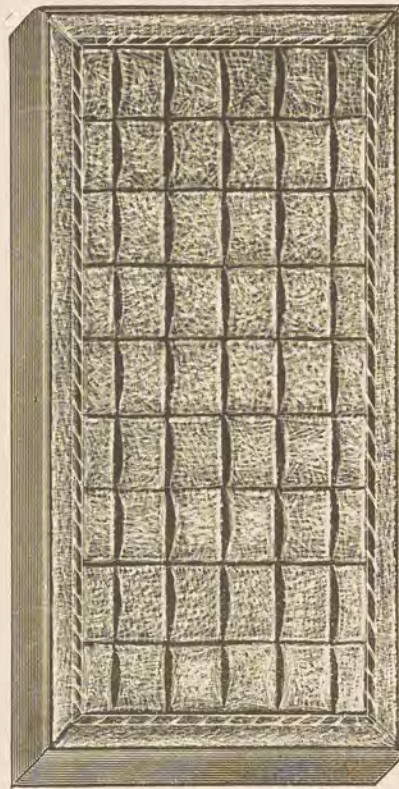
BURT & HURLBUT, Proprietors,

DETROIT, MICHIGAN, U. S. A.

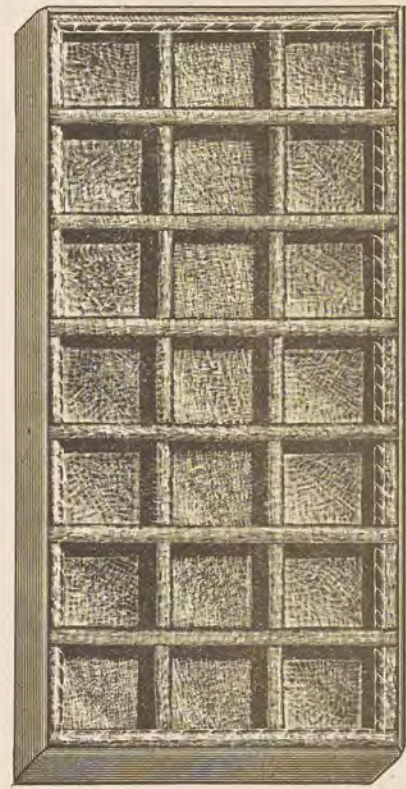
ASK THE JOBBERS TO SEE THEM.



No. 130. Watch Tray, 11 1/4 x 11 1/4—\$2.75.



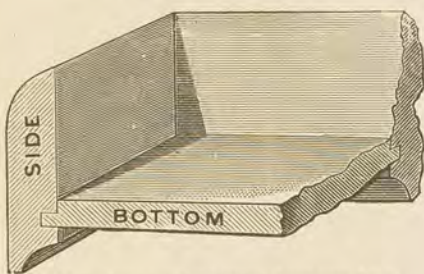
No. 121. Ring Tray, 5 1/2 x 11 1/4—\$1.75.



No. 151. Locket Tray, 5 1/2 x 11 1/4—\$1.75.

NOTICE.

Highly polished
Cherry
Mahogany
finished stack
Trays.



This cut represents a section of our new Tray.

Silk Ruby
Plush Lined
Mahogany finished
border with
inlaid Silk Cord.

HAVING enlarged our factory, and added new machinery and greatly increased our production, we are prepared to fill all orders for both regular and special odd size Trays and boxes promptly. Our Trays are all made of cherry, mahogany-finished, dove-tailed corners, [recess bottom] ruby, silk plush-lined mahogany-finished border, with silk cord inlaid in the wood, and highly-polished. All Trays are stack Trays.

Our silk plush boxes are made in the best possible manner, covered with fine silk plush, lined with fine satin of beautiful corresponding shade. We make all kinds of plush boxes, and at prices that will sell them. Will forward list on application. Our new catalogue will be out September first. We also make Trays of all foreign and domestic woods to special order. Antique Oak, Redwood, Rosewood, Ebony, Maple, etc. If you want fine handsome Trays at the right price, send us your order, and mention this paper.

DETROIT PLUSH TRAY AND BOX CO.,
BURT & HURLBUT, Proprietors,
DETROIT, MICH., U. S. A.

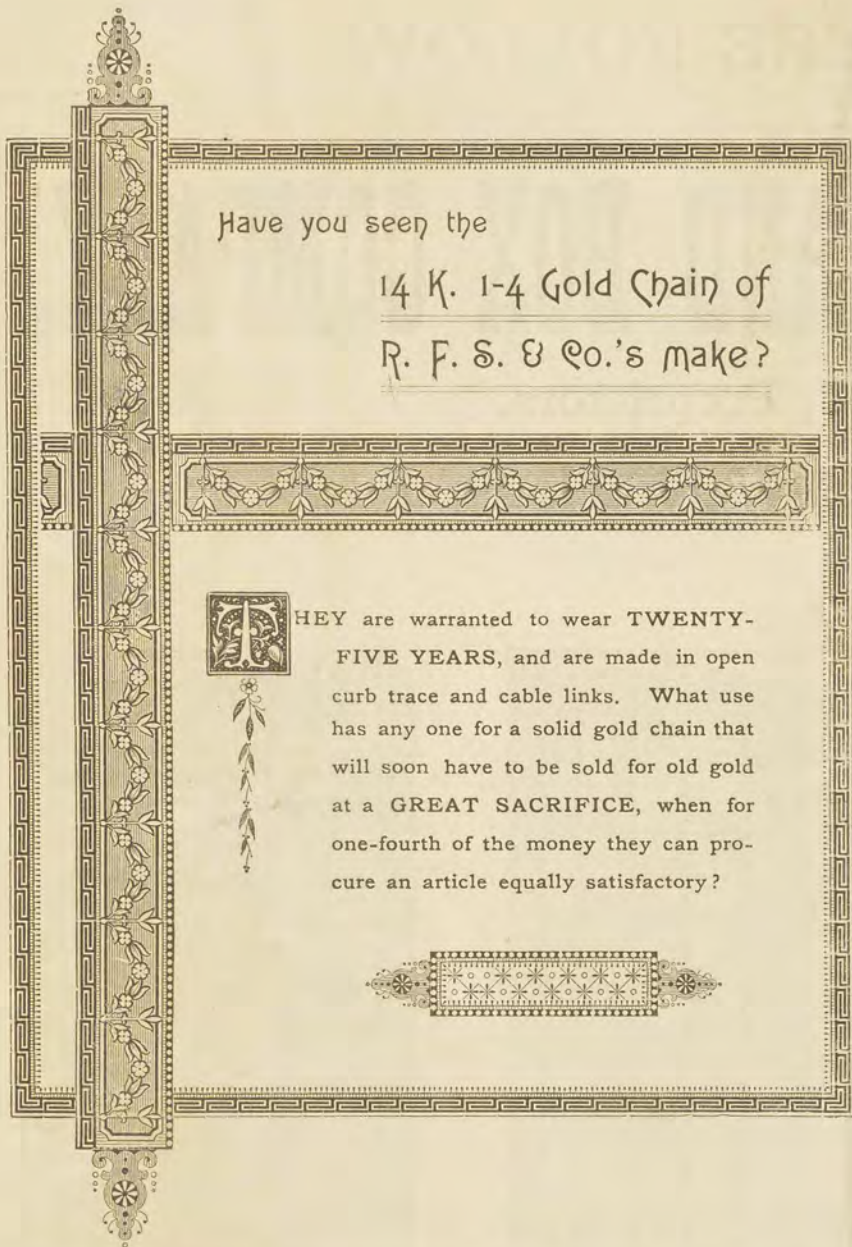
120	Ring Tray,	99	Rings,	-	-	-	-	11 1/2 x 11 1/2	\$2 75
120 B	"	"	Band	"	"	"	"	11 1/2 x 11 1/2	3 25
121	"	"	45	"	"	"	"	5 1/2 x 11 1/2	1 75
121 B	"	"	Band	"	"	"	"	5 1/2 x 11 1/2	2 00
122	"	"	63	"	"	"	"	7 1/2 x 11 1/2	2 25
122 B	"	"	Band	"	"	"	"	7 1/2 x 11 1/2	2 63
123	"	"	135	"	"	"	"	15 1/2 x 11 1/2	3 50
123	"	"	Band	"	"	"	"	15 1/2 x 11 1/2	4 13
124	"	"	Fancy all Plush,	35	Ring,	"	"	8 1/2 x 11 1/2	2 75
130	Watch Tray,	Gents,	9	Holes,	"	"	"	11 1/2 x 11 1/2	2 75
131	"	"	Ladies,	12	"	"	"	11 1/2 x 11 1/2	2 75
132	"	"	Gents,	12	"	"	"	15 1/2 x 11 1/2	3 50
133	"	"	Ladies,	15	"	"	"	15 1/2 x 11 1/2	3 50
140	Bracelet Trays	"	"	"	"	"	"	11 1/2 x 11 1/2	3 25
141	"	"	"	"	"	"	"	15 1/2 x 11 1/2	4 50
150	Locket	"	"	"	"	"	"	11 1/2 x 11 1/2	2 50
151	"	"	"	"	"	"	"	5 1/2 x 11 1/2	1 75
152	"	"	"	"	"	"	"	7 1/2 x 11 1/2	2 25
153	"	"	"	"	"	"	"	15 1/2 x 11 1/2	3 25
160	Charm	"	"	"	"	"	"	11 1/2 x 11 1/2	2 50
161	"	"	"	"	"	"	"	5 1/2 x 11 1/2	1 75
162	"	"	"	"	"	"	"	7 1/2 x 11 1/2	2 25
163	"	"	"	"	"	"	"	15 1/2 x 11 1/2	3 25
170	Chain	"	"	"	"	"	"	11 1/2 x 11 1/2	2 50
171	"	"	"	"	"	"	"	15 1/2 x 11 1/2	3 25
172	"	"	Guard	"	"	"	"	11 1/2 x 23 1/2	4 50
173	"	"	"	"	"	"	"	5 1/2 x 23 1/2	3 25
180	Thimble	"	"	"	"	"	"	11 1/2 x 11 1/2	2 75
181	"	"	"	"	"	"	"	5 1/2 x 11 1/2	1 75
182	"	"	"	"	"	"	"	7 1/2 x 11 1/2	2 25
183	"	"	"	"	"	"	"	15 1/2 x 11 1/2	3 50
190	Plain	"	"	"	"	"	"	11 1/2 x 11 1/2	1 50
191	"	"	"	"	"	"	"	5 1/2 x 11 1/2	1 00
192	"	"	"	"	"	"	"	7 1/2 x 11 1/2	1 25
193	"	"	"	"	"	"	"	15 1/2 x 11 1/2	1 75

Any size Trays made to order. Cost 10 to 20 per cent extra.
Terms—30 days.—Net; 5 per cent. of it paid in 10 days.

Have you seen the

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

THEY 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?



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.



Watches,
Diamonds,
Jewelry.

Watch Materials,
Tools and Optical Goods.

Send for our New Illustrated Catalogue.

65 and 67 Nassau St., }
Factory, 50 Bond St., } New York.

Krementz & Co.,

184 and 186 Broadway, Cor. John Street,
New York.

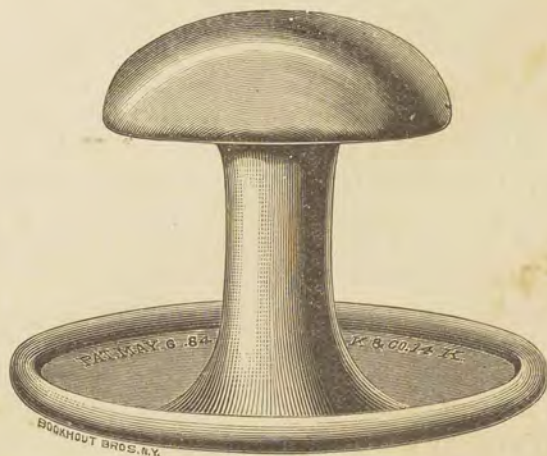
Manufacturers of

Fine Gold Jewelry,

and the Well-Known

“ONE-PIECE”

G
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C
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BUTTON in ten sizes.

Ask your Jobber for them or address

Krementz & Co.,
184 and 186 Broadway, New York.