Reproduction in Silver of a Group of Famous German Castles.
The meaning of this trade-mark in the laboratory is "more pure silver to the dozen than can be found in any other make of silver-plated flatware."

The meaning of this trade-mark to the consumer is silver plate of high quality, handled by good merchants, and strongly advertised in leading periodicals.

The meaning of this trade-mark to the jeweler is a line known throughout the country for its good design and excellent manufacture; and of proved success as merchandise under many different conditions.

ALVIN MFG. CO.
SAG HARBOR, N. Y.

NEW YORK
52 Maiden Lane

CHICAGO
10 So. Wabash Ave.

SAN FRANCISCO
717 Market St.
For Sixty Years

Fahys

Established 1857

WATCH CASES

have constantly strengthened their hold on the jewelry trade till now they stand unrivaled for fine workmanship, quality and variety of attractive designs.

A certificate accompanies each filled case, showing the thickness of gold in the backs.

Joseph Fahys & Co., Boston, New York, Chicago
Over 80 per cent. of the finely cut, perfect diamonds weighing one-half carat or more, that are sold in the United States, are cut in America. We are operating Diamond Cutting Works at 1327-1329 Atlantic Avenue, Brooklyn. Buy from us and save all unnecessary intermediate profits.

J. R. WOOD & SONS
DIAMOND CUTTERS
170 Broadway, Corner of 2 Maiden Lane NEW YORK
IF YOU

were frank enough with your customers to say—

“This watch case will cost you $8.00 and according to U. S. Government assay contains $1.30 worth of gold. Here is another case costing seventy-five cents more, or $8.75, and contains $2.20 worth of gold according to Government assay—”

Which case would you sell?

It has been tried out enough to know the vast majority of people will pay you the extra seventy-five cents, which is an extra seventy-five cents profit over your regular profit, as both cases cost practically the same.

You may not be interested enough to try it, BUT WATCH THE JEWELER WHO IS—you will learn something from him as time goes by.

J. R. Wood & Sons
Manufacturers of the highest grade watch case made

170 Broadway New York
WE MAKE

A Complete Line of Fine 14K Emblem Rings

We GLADLY Send Assortments to Jewelers Having Prospective Customers.

Almost every Retailer uses our rings when he furnishes his own or his customers' diamonds to be set, because we fill special orders very promptly.

See Our Book of Designs

WENDELL & COMPANY

Three Big Wonderful Shops

NEW YORK CHICAGO KANSAS CITY
47 John Street 337 W. Madison St. 1124 Walnut Street
Monogram
Belt
Buckles

Monograms are always fashionable in one form or another because they possess the distinction of having been made to order. Just now monogram belt buckles are very popular, and when you suggest one to a mother, wife, sweetheart or sister, or to the man himself, you always get an order.

Monogram belt buckles can be made in the smallest jewelry shop, but unless artistically designed and executed they afford but little satisfaction to the wearer. Ours are the kind that please.

Made in 14 K. and 10 K. Gold, Gold Filled and Silver
WITH
Finest Quality Belts

BLACK SEAL
ENGLISH TAN PIG
FRENCH BLACK CALF
FRENCH WHITE CALF


WENDELL & CO.
Three Big, Wonderful Shops
NEW YORK
CHICAGO
KANSAS CITY
THE Arlington Pattern in silver plate that resists wear is a design that consists entirely of beautiful curves, soft rippling lines, and a graceful contour—the result being a rare combination of symmetry and simplicity.

Every piece of the Arlington is sectionally plated on the parts most exposed to wear, and every piece is guaranteed without time limit.

The Arlington is finished Bright and can be supplied in both Extra Sectional and Triple Sectional plate.

Prices on application.

R. WALLACE & SONS MFG. CO.
WALLINGFORD, CONN.

Box 150

CHICAGO  SAN FRANCISCO  LONDON
R· WALLACE SILVER

EVERY piece of "1835 R·WALLACE" Silver Plate that Resists Wear, is backed by the guarantee of satisfaction represented here.

"WE GUARANTEE THAT '1835 R·WALLACE' SILVER PLATE THAT RESISTS WEAR, will give absolute satisfaction, and we agree to stand behind and replace every piece of goods bearing the '1835 R·WALLACE' trade-mark that does not give satisfactory service in any household."

R. WALLACE & SONS MFG. CO.  
Box 25  Wallingford, Conn.  
New York  Chicago  San Francisco  London.

Write for Catalog of Silver Plate that bears this Guarantee

1835 R·WALLACE  
Silver Plate that Resists Wear
The Dueber-Hampden 3/0 Size is the Ideal American Woman's Watch

3/0 Size

Warranted for 25 Years
Full 14Kt. Gold Filled, Double Plates
Solid Gold Joints and Bow
Hand-Engraved Engine-Turned Plain Polished or Roman Finish Case

HUNTING
Retails at $25.00
Dealer's Price on request

3/0 Size

Nickel — Bridge Model
Adjusted 17 Jewels
Compensation Balance
Richly Damaskeened
Fancy Decorated Dials and Gold Hands Arabic Figures

OPEN FACE
Retails at $22.50
Dealer's Price on request

The above Watch comes with handsome Display Box, and can be obtained through Dueber-Hampden Watch Jobbers. If your Jobber cannot furnish you, write us and we will send you the names of several who carry a full line.

DUEBER-HAMPDEN WATCH WORKS
CANTON, OHIO
January 14, 1914.

THE JEWELERS' CIRCULAR-WEEKLY

LOCKETS
1913
There's a heart in every locket

Wightman & Hough Co.
Providence, R.I.

W&H Co.

if Not—
GET ONE AT ONCE by writing us NOW!
If you've had one and lost or mislaid it, we'll be lenient and
send you another.

KEEP THIS CATALOG ON YOUR DESK

DON'T file it—
put it "on the hook"—
throw it aside carelessly—

KEEP IT HANDY—it exhibits the finest line of lockets ever offered to the trade—all products of "America's Premier Locket House."
It will keep you from getting out of stock, and it will come in mighty handy when you're talking to a "hard-to-please" customer.

MAIN OFFICE and FACTORY: PROVIDENCE, R. I.
15 Maiden Lane
New York City

704 Market St., room 814
San Francisco, Cal.
EXCLUSIVE designs with UR quality evident in every detail of material, workmanship, and finish. All Heller's Synthetics.

Order through your jobber.

Untermeyer, Robbins & Co.
Manufacturers of Rings, Bracelets & Thimbles
71 Nassau St. NEW YORK CITY
THE newest addition to the UR galaxy of Watch Bracelets is the narrow thin model AMERICAN BEAUTY JUNIOR, which reflects the same expert conception in designing and the same artistic craftsmanship in the making.

Order through your jobber
THE SAFETY BOW
Used On All Star Watch Cases

The Safety Bow
Licensed under Wachter safety bow patent No. 918808.

PERFECT
in every way; not an experiment but a positive Safety, Non-Pull-Out Pendant Bow, used on Star Watch Cases, the only one that gives absolute SECURITY
to you and your customer. A permanent advertisement for the dealer. Made in all sizes. Solid Gold Bows on 25 years. Extra Gold Filled on 20 years.

STAR Watch Case Co.
301 So. Charles Street
LUDINGTON :: MICHIGAN

NAME YOUR JOBBER WHEN ORDERING
Season's Greetings

for 1914

Retail Jewelers who sell our 10 K. Jewelry will never hear complaints from their customers or from the wearers.

It is moderate in price.

It doesn't bend and break.

It retains its well-known finish.

It is made for hard wear.

Designs are equal to 14 K. and it's an established fact that good retailers everywhere sell it.

Kohn & Co.
Camp & Orchard Sts.
Newark, N. J.
A Little Talk on Contrasts in Bags

THE MESH BAG is not a mere luxury; it is so practical, serviceable and durable as to be an established staple. In these respects it is much superior to fabric and leather bags which (however alluring to the eye) too soon show signs of wear.

Nor is the Mesh Bag a mere passing fad to change with every caprice of the moment. Other kinds of bags are quickly and constantly varying in form, color, etc.; so that the dealer and consumer are almost bewildered. Mesh Bags are conservative investments.

Whiting & Davis Mesh Bags are leaders.

Your Jobber's the Man to Ask

WHITING & DAVIS CO. Plainville, Mass.

NEW YORK: 15-19 Maiden Lane CHICAGO: 31 N. State Street SAN FRANCISCO: 717 Market Street
Chains That Fulfill Their Purpose

FORMERLY the Chain presupposed something of value to which it was attached. From that it came to be an object of value and beauty in itself. Now the Chain has come to its own. Its importance is appreciated whether worn alone or suspending some pretty creation besides.

These modern uses are kept in view in the MACHINE MADE SOLDERED CHAINS of this house. Your customers will appreciate them. There is good profit in them. Give them first thought when ordering Chains.

SAY THE WORD TO YOUR JOBBER

WHITING CHAIN CO., Plainville, Mass.
New York : 15-19 Maiden Lane :: :: Chicago : 31 N. State Street
San Francisco : 717 Market Street, A. H. BULLION
Newest Effects In
Gold-Filled Fourteen Karat Faceted Bracelets

We Have Specialized for Years in Offering the Particular Jeweler A Line of Salable and Beautiful Goods, of Artistic Merit, and Our New Bracelet Offerings Deserve Your Critical Comparison With Others

Do not fail to see the line of 10 K. Gold Single Soldered Link Chains now being shown by our representatives.

The Leading Wholesalers throughout the Country have Our Goods on Exhibition

Louis Stern & Company

NEW YORK OFFICE: 15 Maiden Lane (Samples Only) 158 Pine Street, PROVIDENCE, R. I.

Address all communications to our Providence Office.

Manufacturers of Bracelets, Chains, Charms and Fobs in 14K. and 10K. Gold and High Grade Gold Filled

Our new line contains many new styles and patterns in plain, half chased, chased entirely around, and engine turned effects, many of which have never been attempted by manufacturers of gold filled goods before, and the elegance of our present plain, polished, English, Roman and rose finishes appeals to the fastidious and discriminating.

Manufacturers of Mesh Bags Chains and Bracelets in Sterling Silver
IMPORTANT NOTICE.

MR. RETAILER!

It is impossible for us to continue
the manufacture of our line of RAISED GOLD ORNAMENTED CASES,
at prevailing prices.

Every item of COST in the production
of that line having advanced (except the raw bullion), coupled
with changes in the STATE LAW reducing the working hours of
our factory (without a reduction of wages on our part), makes
the readjustment of our selling prices necessary, as the
current prices are based on cost TEN YEARS AGO.

Rather than discontinue this line
which, without question, has stood unequalled for more than
a quarter of a century, we will advance our prices somewhat
to THE JOBBERS early in February.

This very frank statement is made
to you, in justice to THE JOBBERS (who are generously featuring
our cases), that you may know IN ADVANCE, that the nominal
increase in their prices to you on these goods will be based
on advanced COST and not for advanced PROFIT.

Believing this to be the best method
we can adopt to conserve ALL INTERESTS, and hoping you will
view the matter in this light and continue your liberal
patronage to THE JOBBERS for our cases, we beg to remain,

Yours very truly,

SOLIDARITY WATCH CASE CO.

JOHN W. SHERWOOD,

JWS/A.

PRESIDENT.
THE Largest Manufacturers in the United States of Exclusively
SOLID GOLD EMBLEM GOODS
for the Wholesale Trade

MR. H. A. KRETSCH, for eight years connected with our house and thoroughly familiar with the Emblem business, will represent us through the East, also New York State, Pittsburgh, Cincinnati and Cleveland.

WE respectfully solicit through him a continuance of the business you have heretofore so generously given us on Society Emblem Goods of every description.

Sinnock & Sherrill
HAYS BUILDING
21 and 23 Maiden Lane, New York
and 301 MASONIC TEMPLE, CHICAGO, ILLINOIS
HENRY W. SHERRILL, Manager
Let Us Increase
Your
Repair
Business

Your repair department can be made one of the most profitable ends of your business. Will you let us assist you in making it so?

Our purpose we admit is entirely selfish. We want to increase our stone business by increasing yours. But we HAVE to increase yours FIRST. Only by building up your repair department can we sell you more stones. And that is just what we want to do.

We are not an ordinary stone house. We sell you from the same stock out of which we supply some of the largest stone users in the world. Every stone is guaranteed perfect and of the first quality.

But we do more than sell you stones.

We assist you to develop repair business. Our plan of co-operative business-getting is ready for you.

Your name on the attached coupon will bring it. It costs but a stamp. It may be worth hundreds of dollars to you.

**THE LOW-TAUSSIG-KARPELES CO.**

PROVIDENCE PARIS NEW YORK

"The House That Made String Pearls Popular."

Address All Communications to Providence

See our La Tausca Pearl String advertisements in the National Jeweler, the Northwestern Jeweler, the Keystone and Trader & Canadian Jeweler. Watch for future ads, in the Jewelers' Circular.

Our plans are always to build our own business by building yours. Write for details of our new propositions for 1914.
Crosses, Crucifixes and Rosaries for 1914

We have increased and strengthened our already notable line by the addition of a large number of the finest designs obtainable.

EASTER, ASCENSION, WHITSUNTIDE and many other great church festival seasons are but a few weeks distant, and it will be greatly to your advantage to make your selections from our very complete stock at the earliest moment possible.

DON'T FORGET that it is the live, wide-awake jeweler who is first in his town or city to offer the newest and most attractive features that gets the cream of the business.

PREPARE FOR YOUR SPRING TRADE NOW!!

Thru Jobbers

There are all sorts of rosaries on the market, but the really best ones bear a little tag with the W.E.Co. mark of excellence on them. Look for it.

Waite, Evans Co.

15-17-19 Maiden Lane, New York
Factory and Office, Rhode Island, R.I.
New Year  New Goods  Newest Originality

The House of Newness

CLARENCE F. BAYER  BYRON L. STRASBURGER  ALBERT PRETZFELDER

It Will Surely Pay the Discriminating Buyer to See the Very Newest of the New Things.

IMPORT LINES NOW READY—SEE THEM!!

NEVER before in the history of this company has it offered so many complete and sales-compelling lines as are now to be seen at our showrooms. They will soon be seen in the large cities.

Many of the novelties have never before been shown to the trade. We have the goods—our prices talk.

We are better prepared than ever before to give you complete satisfaction in variety, filling of orders, service, highest quality and at prices as low as is consistent with this high quality.

Catalog issued

Build up your depleted stock by our live-wire lines

Watch for Our Princess FIVE AND SIX "BAG"

BAYER & PRETZFELDER CO.

Manufacturers and Importers

5 East 17th Street

NEW YORK
The Carolina

ARE the plain patterns which you are selling EXCLUSIVE?
The Carolina is one of the very few plain patterns on the market which is exclusive.
Note the new outline. That terminal curve at the top, a veritable flourish, is distinctly original, and alone renders the pattern distinctive. The Carolina is not only original, but its design is correct from an artistic standpoint. It meets the approval of the most critical purchaser. 1914 is just beginning. There is no better time to order than to-day.

Catalogue No. 15, illustrating the entire line, plain and engraved, will be gladly sent at your request.

"The Silver That Sells"

Rogers, Lunt & Bowlen Co.
Greenfield, Mass.
New York — Chicago — San Francisco
is made easily, if you can offer an exclusive feature for which there is an almost universal demand.

Billions of cigarettes are used annually by over 85% of the male population.

The cry of the smoker who appreciates refinement in his smoking accessories is for a neat, THIN, artistic, sanitary, and, above all, HANDY cigarette case—one that can be manipulated in a second and allow a cigarette to be withdrawn without crushing or fingering the remainder. The answer is

“HAVONE”—THE LIVEST SELLER IN THE TRADE
A PROFIT WINNER AT POPULAR PRICES

“HAVONE” Cigarette Cases are just what their name implies—refined invitations to the smoker or his friends.

Opened in a flash—cigarettes stand upright, and can be withdrawn by finger or lip, as you choose.


We are filling orders just as fast as our factory can supply the cases. Get YOURS in NOW for early attention.

Put it up to your jobber to show you

CIGARETTE CASE COMPANY
NEW YORK
Sold thru VICTOR NIVOIS
35 Maiden Lane, New York

Watch for our announcements
Pairpoint goods turn *Vim* and *Vigor* into profits across your counter.

We show here a few of our *Live Wires* in Sheffield Reproductions which will short-circuit trade direct to you.

*Photographs Books showing any of these lines complete loaned to the trade on application for inspection:*

- Cut Glass
- Silver Plate
- Electric Portables
- Prize Cups
- Brass Goods

**The Pairpoint Corporation**

**BRANCHES:**
- NEW YORK: 88 Murray Street
- MONTREAL: Cornette Building, St. Nicholas St.
- SAN FRANCISCO: 717 Market Street

**Factories:** New Bedford, Mass.

Dept. D.
Let's get together for a record business year

J. P. Morgan once said: "A man who is a bear on this country will go broke." This optimistic statement indicates our attitude toward the coming year, for we believe that 1914 will see the return of healthy business conditions.

The long period of investigation and readjustment found its culmination in the passing of the tariff and currency bills, and citizens and statesmen are now giving undivided attention to constructive work.

When one considers that over ninety millions of people must be supplied with necessities and auxiliaries that make for comfortable living it is evident that the wheels of commerce cannot for long slacken their pace.

We are going to do our part in the general business uplift by offering you the best silverwares at the fairest prices, by co-operating with you on broad lines of service and by protecting you on every dollar you spend with us by our invariable guarantee of satisfaction.

On our Jewelers' Circular page we will show you, every week, the newest and most marketable goods at prices that will interest you, and our catalogues and other trade literature will continue to be trustworthy guides for purchase.

It will pay you to look over our announcements as they appear and if you are not on our mailing list, send in your name—today—so you will surely get our valuable books.

CHOOSE MORE GOODS FOR THE SAME MONEY

Woodside Sterling Company

170 Broadway New York
CHAINS THAT ARE PROFITABLE SELLERS

In stocking up for the large demand later it is well to select a line of staples that is second to none in quality and also up to the minute in design and finish. The jobbing trade is now showing our best sellers in

DICKENS WALDEMARS FOBS

and you will make no mistake in having a liberal quantity of these and similar numbers of a line that is fully warranted by the makers and has stood the test of years. Nearly all of the leading jobbers now carry an assortment of our goods, but if yours does not write us for the name of one who does.

9 MAIDEN LANE, NEW YORK

1/10 Gold Bracelets

On the level! You ought to have a few of these in stock.

You won't find a prettier bracelet than our faceted numbers. The chased design, too, is a real beauty, and the demand for perfectly plain bracelets you have always with you.

Of course, our prices for the 1/10th quality are higher than our perennially popular 1/20th line, but you get the same high class workmanship and finish and every penny of the additional price goes into additional gold in the bracelet. Absolutely!

— Established 1873 —
Manufacturing Jewelers and Silversmiths
100 Richmond St., Providence, R. I.

January 14, 1914.

THE JEWELERS' CIRCULAR-WEEKLY

Rings
Brooches
Scarfs Pins
Tie Pins
Handy Pins
Cuff Pins
Veil Pins
Collar Pins
Chain Sets
Link Buttons

TRADE MARK

E. L. SPENCER COMPANY
MAKERS OF
SOLID GOLD JEWELRY
95 Chestnut Street
PROVIDENCE, R. I.
FOR THE JOBING TRADE ONLY

Members of the National Association of Manufacturing Jewelers

SUPERIOR BELTS FOR MEN

Belt fastenings of various kinds have been devised but none has proven so satisfactory as the tongue buckle. We have illustrated below one of our belts superior as to quality of material, workmanship and design.

Finished Straps
Plain and Engraved in Sterling Silver and 14 Kt. Gold

Straps may be had in:
Walrus, Pigskin and in Pin Seal (Black Tan or White)

No. 5754 Eng. (Black Walrus Strap)

These belts are especially popular this season.

"The line made and sold on honor"

R. Blackinton & Company
Goldsmiths, Silversmiths and Jewelers

Factory and Main Office
North Attleboro, Mass.  

New York Salesrooms
15-17-19 Maiden Lane
A Happy and Prosperous New Year for 1914

If you sell the Line of Good Fortune

The link button and bracelet shown are samples of our Moire Engraved Line "The engraving that does not take off the gold."

Every Article Stamped and Guaranteed by A. C. Co.

Main Office: Attleboro, Mass.
New York Office: 9 Maiden Lane

The Line of Good Fortune—Marathon Line.

The Divided Skirt Mesh Bag

We are the first house in America to show the "Divided Skirt Mesh Bag" which is positively a creation of our own. The "Divided Skirt Mesh Bag" is conceded to be one of the cleverest novelties ever produced. Made in German silver—lined with white silk—trimmed with dainty tassels—it is sure to appeal to the well dressed woman. It is not an exaggerated form of fashion but a useful mesh bag that will meet with an enormous sale. Remember, our products are noted for their originality.

Factory
Attleboro, Mass.

THE W. H. SAART CO.

W. H. SAART, Pres.
LEADERS IN Silver Deposit Ware of Every Description

We are showing for the spring of 1914 many new and attractive styles—It will pay you to get our prices.

Some of our leaders:
- Vases
- Compotes
- Cologne Bottles
- Cruet Bottles
- Whiskey Bottles
- Water Sets
- Sugar and Cream Sets
- Sherbet Sets and China Tea Sets

Carlbert Mfg. Co.
Factory: 213 E. 144th Street, New York
Showroom: 341 Fifth Avenue, New York—Jerome Stern in Charge

PHILADELPHIA, PA. CHICAGO, ILL. SEATTLE, WASH.
L. Taylor  F. B. Tinker  L. J. Navra
508 Keith Building  Heyworth Building  2006 Second Ave.

Rings for 1/4 Carat Stones

The above line is also made in sizes up to 8 carats

Rings that challenge criticism and command admiration

ALBERT M. MIX & CO. Manufacturers
106-108 Fulton St. NEW YORK

One Tenth Fourteen Karat Gold Shell CHAINS
Waldemar—Pony—Dickens—Vest

We announce the addition of a new line of CHAINS, FOBS, SAUTOIRS to our other well-known lines. Hundreds of patterns manufactured from high-grade hand-made chain, and produced in one of the best equipped factories in Providence. Write us for the name of a Castiglioni jobber in your vicinity.

CASTIGLIONI COMPANY MANUFACTURING JEWELERS, Chains, Fobs, Sautoirs, Bracelets, Lockets, etc.
Factory: 71 Ship St., Providence, R. I.
N. Y. Office, 71 Nassau St., New York
Chicago Office, 505 Powers Building.
J. H. MANNING. J. B. ALTSCHUL.
J. H. MERRILL.
ASK FOR THIMBLES BEARING THIS TRADE MARK

Trade-Mark
REGISTERED SEPT. 16, 1912

We Don't Make a General Line of Jewelry and Merely Show a Few Bracelets With Other Things
Our years of effort have been directed toward producing a line of bracelets that others could not duplicate, quality and price considered, hence we make

BRACELETS
ONLY

A Gold Filled Line With a Solid Gold Finish
It will pay you to buy your Bracelets from the concern that specializes in Bracelets

THE J. H. MANNING CO.
Providence, R. I.
WE are pleased to advise the trade that we have added to our selling force Mr. Andrew S. Smith, who will represent us in Philadelphia, Baltimore, Washington and nearby points, making his headquarters at No. 929 Chestnut Street, Philadelphia.

He will call upon the trade shortly with a complete line of our "Sellers." Our other representatives, Mr. Henry Freund, Mr. Louis Freund, Mr. Leo Goldschmidt and Mr. Solly Goudeket will also see their trade again about the usual time with complete lines, and we anticipate a continuance of the kind patronage heretofore extended, of which we are sincerely appreciative.

HENRY FREUND & BRO.
71 Nassau St., New York
DIAMONDS, WATCHES and JEWELRY FRATERNAL GOODS A SPECIALTY

LA VALLIERES, BRACELETS, RINGS, PINS

Maker of a general line of high grade

Diamond Mountings
in Platinum, 14 Kt. and 18 Kt. Gold.

CALIBRE WORK

Designs and Estimates submitted for remounting

Old Diamond Jewelry
into the latest up-to-date styles.

PEARL WORK

PHONE JOHN 5966 5967
JULIUS WODISKA OFFICE and FACTORY
40 John Street, NEW YORK
Bowden Diamond Rings

Bowden Diamond Rings include every variety. Solitaire Rings, Princess Rings, Cluster Rings, etc. Diamonds used also with other precious stones.

All Styles of Loose Diamonds
Ring Mountings Superior Cutting

MAKERS of Bowden's Seamless Hand-Carved Wedding Rings (patented). Makers of Bowden's Seamless Plain Gold Wedding Rings.

Established 1843

15-17-19 MAIDEN LANE NEW YORK N.Y.

Our 1914 Catalogue of
LORGNONS, OXFORDS AND GUARDS
Will be Ready in February

We have spared no expense to make this the MOST ARTISTIC BOOK OF ITS KIND EVER PUBLISHED. Copies sent upon application to any reputable Jeweler or Optician in the United States or Canada.

FRANK KREMENTZ CO., 532 Mulberry St., Newark, N. J.

Mr. Jobber, You Should Know What We Make
Our Line Is Large and Important and
A Factor in the Trade. Never Sold to Retailers

SCHLESS, BROD & CO.
Makers of Gold Jewelry to the Jobbing Trade Exclusively
26-28-30 Beecher St., Newark, N. J.

NEW YORK OFFICE: 65 Nassau St.
THIS IS A MAN'S RING.
No. 2592.

Made to order for a Jeweler. It looked smart to us and he consented to our making tools for it.

If your customer plays GOLF, its weight will add TWENTY-FIVE yards to the carry of his drive.

If he drives a Locomotive, Steam Drill or Aeroplane he cannot injure it.

Write at once for samples in any finish, and cost of crest.

M. B. BRYANT & CO.
OLDEST RING MAKERS IN AMERICA
Seven Maiden Lane - - - NEW YORK

"ARISTO"
EXPANSION BRACELET WATCHES
FINE SWISS MOVEMENT IN
PLATINUM and GOLD
PLAIN, ENGRAVED, and DIAMOND ENCRUSTED.

Our announcements are merely for your information. It is the superlative merit of these dainty creations that makes them both popular and profit-winners.

American Watch Case Company
15 Maiden Lane, New York
Finest Grade is "Newark-Made"

Riker Brothers
Manufacturing Jewelers—14-Karat Only
42-4-6 Court Street

Crane and Theurer, Inc.
TRADE MARK 14 KARAT LINES
10-15 Franklin St.

Shafer & Douglas, Inc.
Manufacturers of Rings
Office and Factory
7-11 Franklin Street
Opposite City Hall

Moyer & Gross
Makers of High Grade M. G. Solid Gold Set Rings
Trade Mark
401-407 Mulberry Street

William Link Co.
Makers of 14-K. Jewelry
PENDANTS
401-407 Mulberry Street

Clark & Noon
Headquarters for Cameo and Birthstone Jewelry, 14 k. only.
Trade Mark
14 Y

Osmun-Parker Mfg. Co.
Makers of Fine Pearl and Diamond Jewelry
339 Mulberry Street

Climax Mesh Bag Co.
Unbreakable Mesh Bags for the Retail Trade
401-407 Mulberry Street

Frederick B. Weiss, Inc.,
The Longest Line of 10-K. Jewelry
473-475 Washington Street

Taylor & Co., Inc.
10-K. Jewelry—In make and finish unequaled by goods of any higher quality
47 Chestnut Street

Battin & Company
Small Wares—Gold and Silver
Salesroom, 339 Fifth Ave., N. Y.
106 Odgen Street

Line that is 10-K.
New York Office: 64 Nasseau Street
Factory 251 N. J. R. R. Ave.

Stumpf & Binder
Manufacturers of Fine Gold and Platinum Chains, Swirls, Spring Rings, in Gold and Platinum
80-88 Columbia Street

Charles W. Park
Maker of Fine Sterling Goods, Novelties, and Mesh Bags
10 Austin Street

NEWEST DESIGNS
Finest Workmanship
Quickest Sellers

Eastwood-Park Co.
Silver Trilettars, Novelties and Mesh Bags
Y. N. Office, 15 Maiden Lane
Austine and Murray Streets

J.A. & S.W. Granbery
The 10 k. line that sells
Trade Mark
Kinney, Orchard and Scott Streets

Burstow, Kolmar & Co.
Brooches and Bead Necks
18 Columbia Street

A Newark Concern is always sure to have something you will want and something your customers will buy.

It's EXPERIENCE and KNOWING HOW that makes Newark the fountain head of highest grade Jewelry; producing

Newest Designs
Finest Workmanship
Quickest Sellers

The advertisers on this page will supply your every want in

14 K and 10 K Gold
Platinum
Diamond Goods
Silver Novelties and Silverware

THE HOUSE OF PROGRESS
Frank Kremenztz Co.
530 Mulberry Street

Garland, Fisher Company
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It is the same way with the man who buys in any market outside of New York. He's wasting his time for there's
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This pattern is perfect from the standpoint of mechanical construction. The grading of the metal has been given most careful attention, so that the strength and weight of each piece are in the right place.

The bowls and tines throughout the entire pattern are uniform in design, the smallest detail having been studied from every point.
Reigning Jewelry Fashions in London.

Written Expressly for The Jewelers' Circular by Gertrude Kendall.

LONDON, Jan. 1.—Craftsmanship is again becoming the dominant factor in the jewelry of to-day, and the unerring fitness of the setting—the delicacy of workmanship and unity of luxury and restraint—counts for as much as the individual beauty of the stone it surrounds, and happily often for more.

Jeweled hair ornaments are immensely in demand this season, and one of undeniable distinction is a wing device carried out in diamonds and set with a single glorious pearl. This beautiful piece is composed of two large skeleton platinum wings, sloping in graceful lines from a central cluster of diamonds and surmounted by an upstanding pear-shaped pearl. The exquisite paneling of the wing portion of the ornament brings vividly to mind the delicate veining of the leaf, while the edges are encrusted with perpendicularly lines of three brilliants alternating with a knife-edge wire of platinum, the whole providing a perfect example of artistic feeling.

Another exceedingly effective ornament for the coiffure is developed on entirely new and becoming lines, a single strand of scintillating brilliant diamonds, mounted on a light framework of platinum—curving gracefully upward into a high point to meet a central ring of diamonds, from which swings a slender, brilliant chain terminating with a large pendeloque diamond drop. Strikingly handsome is a diadem of emeralds and diamonds formed by two veined platinum wings outlined in diamonds and united by a center motif composed of one large octagonal-shaped emerald surrounded by diamonds. This central ornament holds in position a tall white aigrette, in front of which five long platinum wires are arranged, each supporting a shimmering chain of diamonds terminating with an emerald drop.

Since the newest and most successful styles in hair-dressing show a distinct tendency to follow the naturally beautiful curves of the head, the close-fitting bandeaus maintain a steadily increasing popularity, and of the numerous attractive designs in this type of ornament perhaps the most fascinating is the simple strand of sparkling gems. To give a somewhat more elaborate effect to this ornamentation, a tall aigrette is sometimes worn upstanding in the center, or at the correct backward angle at the side to suit the particular type of the wearer.

Exceedingly becoming also is a perfectly flexible bandeau, about half an inch in depth, of pave set diamonds, which can be converted at will into a charming collar for the neck. Another attractive bandeau is carried out in brilliants in the favorite Greek Key pattern, and can be worn with equal success at the back or front of the coiffure. Of greater simplicity, but eminently suitable for the débutante, is a narrow ribbon of small pearls set closely together, in the center of which is a large pavé-set cluster of these gems supporting a fluffy aigrette.

Combs, prongs, barrettes, etc., form an indispensable part of the coiffure, and very alluring are some of these decorative little adjuncts, smiled upon and demanded by Dame Fashion. Supremely of the moment are the turn-over pins, in a profusion of jeweled designs with tortoise-shell prongs, while a pair carried out with pierced silver loops and shell prongs make a delightful finish to any style of hair-dressing. Another dainty design is a double circle of brilliants hinged onto shell prongs.

It is interesting to note the revival of the back comb, which was almost universally worn in the days of our grandmothers, and a very novel design is one of tortoise shell with two cross-over up-standing loops rimmed with brilliants; corresponding with this is an effective pair of side pins in similar style. Another original design has five heart-shaped ornaments arranged across the top, the outlines of which are thrown into relief by an edging of small roses.

With the prevailing fashion for the décolleté neck the opportunity for a new type of necklace has arisen, and the ultra-fashionable woman now wears what is most appropriately styled a Lace Necklace—the delicacy of design and craftsmanship being eloquent of beautiful point lace patterns. These new necklaces are mostly developed in pearls or diamonds, and form a sort of "V" in front to fill in the open space of the low-necked blouse; the effect is certainly very becoming and most decorative.

In this novel form of jewelry there is a great variety of patterns, just as in lace, and one very beautiful design is formed of a flexible lattice work of diamonds arranged in five Vandyke points, from the center and deepest one of which is suspended a large diamond drop. Another attractive example is of scallop pattern, carried out entirely of pearls, and edged with fascinating little pearl knots, the narrow band of pearls which lays flat round the neck being finished at the back with a diamond clasp of graceful outline.

Cameos are still in the front rank of fashion, and have gained as firm a hold upon our affections as in the fifties, when they were bought and sold as ordinary jewelry—to-day, however, we have to search about to pick them up, for like most antiques the real genuine article needs finding. A short time before the rage for cameos had set in, hundreds were lying discarded in the dealer's tray of oddments, but now the price has gone up, and a true value will again be set upon them. Half a century ago they were very expensive ornaments, and the cost of a well-executed cameo varied between 12 and 20 pounds. Some little discussion has taken place here of late as to what constitutes a cameo, and since the revival of this antique jewelry it is extraordinary in what exceeding numbers conch shell cameos have been brought to Light, with the result that the layman is somewhat surprised to learn that the cameo proper is carved from a piece of extremely hard stone, generally two or three-strata onyx, sometimes cloudy amethyst and sometimes even emerald.

While in the cutting of the shell cameo (which, by the way, is a comparatively modern type) hand tools are used because of its softness, the stone cameos have to be worked by the gem engraver's lathe, and to watch the artist at work is more fascinating than one can describe. He takes his piece of stone, glances at it, makes a rough sketch on the surface of the portrait or figure he intends to carve, and then proceeds to rough it out. He works on the lines of the sculptor, but whereas the sculptor has to guess exactly what he wants to do, the gem engraver is frequently feeling his way upon the small piece of stone he has in hand, for his tools, which he manipulates with wonderful and indeed exquisite dexterity, are so fine that it is marvelous he does not break them.

The gem engraver's art is literally that of the mind—he thinks in his material, and it is doubtful whether there is another craft in which the craftsman feels his way so absolutely as in the carving of cameos will again be set upon them. Compared with this work, the carving of cameos on shell by means of scorpers, gravers and scrapers is mere child's play.

A farewell banquet was tendered by officers of the Reed & Barton Co. and the Bay State Crucible Co. recently at the Hazelton Hotel, Taunton, Mass., in honor of Harry C. Carpenter, manager and treasurer of the Taunton Crucible Co. for the past two years, who has resigned his position with that organization. Mr. Carpenter is widely and favorably known in metal manufacturing circles.
For The Social Season

When a man is forced to dress in a hurry, the ease with which the Larter Automatic Studs are inserted will be a matter of considerable pleasure to him and his temper will necessarily be sweet.

January, February and March are months of many social events and every retailer's stock should be in condition to meet this demand.
Silver-Mounted Majolica from the Kaiser’s Factory at Cadinen.

THAT the German Emperor is the owner of a fine majolica factory at Cadinen which turns out very pretty ware is well known, but it will be news to many that he has latterly also entered the ranks of silverware producers by having many of the majolica goods mounted in solid silver, after his own design, it is said.

Recently there was an exhibition of such specimens at the court jeweler’s, Friedlander Bros., in Berlin which attracted wide attention. Very handsome pieces were shown, such as bowls, tureens, cups, beer mugs with covers resembling those in the smoking room of Frederick-William I; also many smaller articles, like cigarette and cigar holders, ash trays, etc. The red clay of Cadinen harmonizes well with the white silver.

The Kaiser is quite a shrewd business man, and recently stated, with undisguised satisfaction, that he had sold over 30,000 silver-mounted Cadinen ash trays in a short time. It must not be presumed, however, that it is his intention to become an active competitor of his subjects. As a matter of fact, every assistance is lent to those who desire to use the Cadinen works for the purpose of perfecting themselves in the art of majolica manufacture, so as to enable them to start factories of their own. The Kaiser has always been very fond of majolica, but latterly has shown an increasing predilection for this kind of ware, drawing extensively on his Cadinen factory for personal gifts.

Illustrated herewith are two fine specimens of the silver-mounted majolica. It is worthy of note that at the International Industrial and Trade Exhibition held at Turin in 1911 the royal Cadinen works received no less than four awards—two Grand Prix for majolica and one Grand Prix and one medal of the honorary diploma for silver mountings.

The 1914 edition of the address book of the Manufacturing Jewelers Board of Trade is now in the hands of the printer, and will be ready for delivery about Jan. 20. The book has been carefully revised and enlarged by the addition of approximately 1,350 names.

Search for Diamonds in State of Arkansas:

DIAMONDS were first discovered in Arkansas Aug. 1, 1906, near the mouth of Prairie Creek, in the vicinity of Murfreesboro, Pike County, and since that time approximately 1,375 stones, aggregating 350 carats, are reported to have been found in this locality. The diamonds in Arkansas occur in a rock known as peridotite, and for this reason search for further areas of the rock has been made. This search has resulted in the finding of three new areas, the known extent of which is much smaller than that near Murphreesboro. They lie within an area of one square mile, about three miles from Murfreesboro. These localities were visited by Hugh D. Miser, of the United States Geological Survey, and are described by him in Bulletin 50-U, an advance chapter from “Contributions to Economic Geology, 1912.”

At the time of Mr. Miser’s visit one company was erecting a plant to wash the diamond-bearing earth to be hauled on a tramway from its peridotite area and from another tract near the mouth of Prairie Creek. Four diamonds of good quality are said to have been picked up on the surface, the largest weighing four carats. Further development work to ascertain the extent of the peridotite is now under way. On another tract, where a little washing for diamonds has been done without machinery, 20 diamonds have been recovered.
Beg to announce that their New York factory, the largest Diamond-Cutting Establishment in America, has been still further enlarged by combining with it their Brooklyn Diamond-Cutting Plant. With every modern equipment and with greatly increased facilities they are enabled to offer advantageous values to Importers and large dealers.

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Cutting Works, 136-146 West 52d Street, New York

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31 No. State Street

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We extend to Jewelers a cordial invitation to visit our plant, which will prove both interesting and instructive. Permission may be obtained at our main office, 68 Nassau St.
How a Roman Jeweler Aided a Noted Magician in Mystifying a Pope.

By CHARLES F. OBERG.

HOW the marvelous Torrini, the great magician of the early 18th century, amazed the Pope in the Vatican with his conjuring is history and household tradition, but it is not known generally that an obscure Roman jeweler was really one of the most important, though silent, partners in the mystification. Only in "Les Confidences de la Prestidigitateur," an obscure autobiographical work by Robert Houdin, are the real facts set forth. Houdin was a friend and pupil of Torrini, or the Comte de Grisi, as he was known before his exile from royalty, and he repeats the story in his memoirs as he heard it direct from the lips of the great performer.

It seems that Torrini, having dared to bring his witchcraft into inquisitorial Rome, found himself the lion of the hour, toasted, feted, overwhelmed with engagements, and finally honored with a command to appear before the Pope himself. Naturally he desired to show some feat of unusual mystery in the vatican, but after racking his brain for days he had hit upon nothing. By chance he stopped at a jeweler's store to inquire the cost of a trinket displayed in the window. As he waited he overheard a messenger from the papal palace instructing the proprietor how careful he must be in repairing a large and expensive chronometer, the property of one of the cardinals, who treasured it exceedingly. Of course, Torrini was interested, and after the messenger left he asked to be allowed to examine the watch.

"Be careful," cautioned the jeweler; "there is only one other watch like that in the world. Indeed, His Eminence believes it is the only one of its kind; but it is not."

"So!" whispered Torrini. "And to whom does this duplicate belong?"

"Oh, to a young scapegoat about town who has gambled away about everything else he owned. He is very anxious to sell it."

This interested the magician amazingly. He knew that the cardinal would witness his performance before the Pope and that with a duplicate to his wonderful watch he could accomplish some seeming miracle that would spread his reputation to the ends of the earth. Quickly he bargained with the man to secure him the chronometer.

"But," demurred the merchant, "it was made by the renowned Breguet of Paris and cost 10,000 francs."

That did not matter. Torrini commissioned him to buy the watch from the gambler at his own price, engrave it with the cardinal's arms inside the case, and in every way make it a perfect double of the prototype; the whole of which was done.

Torrini's performance before the Pope and a company of red-robed cardinals was particularly brilliant, but for the climax and finale he had reserved his piece de resistance—the watch trick.

He asked for the loan of something which was known to be unique; some remarkable object worthy of a great trick. Everyone looked at the cardinal who owned the chronometer, but he, fearful for its safety, was silent until the Pope, who was highly enthusiastic at the performance, insisted that he lend it to the conjurer.

With many promises Torrini accepted it, but promptly stumbled and fell on his way back to the platform. In the fall the watch slid under his heel, and when he picked it up it was a sorry mess indeed.

Païle with rage, the cardinal remarked that it was a poor jest, while the rest of the company looked on, uncertain whether to laugh or sympathize. But Torrini assured them all would be well, he hoped. He picked up the fragments, had them fully identified by the horror-stricken owner, and then battered them beyond recognition in a mortar. Suddenly there was a detonation! All in the room crowded about the mortar.
SUCCESS must be carved from the opportunities that come your way. To succeed you must do your best to carry an assortment of salable goods.

One of your opportunities to purchase goods right is when our representative calls to see you.

Probably the largest and most varied assortment of DIAMONDS in America is to be seen in our New York offices.

We are permanently represented by our buyers in the World’s diamond markets, and therefore in a position to offer the trade the very best values.

We cordially invite you to write to us or call when visiting New York.

ARNSTEIN BROS. & CO.
170 BROADWAY - NEW YORK

LONDON
AUDREY HOUSE, ELY PLACE

AMSTERDAM
6 TULPSTRAAT
Howard & Co., jewelers at 624 Fifth Ave., and the oldest jewelry concerns in Manhattan and one of the first to move to Fifth Ave. from the downtown jewelry district, went into the hands of receivers Tuesday of last week upon proceedings brought by four creditors whose claims total about $10,000. Judge Mayer, in the United States District Court, appointed Samuel Strasbourger and Nathaniel Corwin receivers, with permission to carry on the business under their direction until some definite arrangement for the settlement of claims could be made.

The action is not a regular bankruptcy proceeding, but one brought by the creditors for the appointment of a receiver under general equity powers of the courts to wind up a concern in this way, though it is solvent.

Wing & Russell, attorneys at 14 Wall St., brought the equity suit which resulted in the appointment of Mr. Strasbourger and Mr. Corwin, the creditors represented by the attorneys being Durant & Co., Allsopp & Allsopp, Inc., Joseph R. King & Co. and A. J. Hedges & Co. It is stated that there are about 150 creditors in all and that 100 of these are small creditors whose claims range from $5 to $500 each. Montague Howard, president of the company, who with his father assumed the management of the jewelry house in December, 1909, will aid in the liquidation of the assets.

According to Trowbridge & Fox, attorneys for Howard & Co., the assets, figuring the stock in the store at cost price, are valued at about $200,000, and the liabilities are $140,000. Alan Fox, in a recent statement, said that the assets are largely in excess of the liabilities and the receivership is applied for as being the best means of conserving them in the interest of all concerned.

The step was made necessary by the inability of Howard & Co. to meet maturing obligations owing to a falling off in the volume of business and the general financial stringency which is more or less prevalent throughout the country. Another reason stated for the concern's difficulties was the financial depression of 1907, which necessitated heavy borrowing at that time. The climax, however, came during the recent holiday season, when a great falling off in sales from the average maintained in other years was experienced, and the reduced earnings had convinced the officers of the corporation that it would be useless for them to continue the business any longer. Another factor in the case was that numerous suits which would have thrown the concern into serious financial trouble had been contemplated. It was, therefore, decided to choose the lesser of the two evils and have a receivership.

Mr. Trowbridge, of Trowbridge & Fox, the company's attorneys, stated to a reporter for The Jewelers' Circular that when the wines were brought, Howard & Co. did not admit a number of the allegations, but joined the creditors in the prayer for a receiver, believing this to be the only way out of the difficulties which would enable them to pay off their creditors in full.

A meeting of the creditors of the company was held last Saturday at the office of Samuel Strasbourger, one of the receivers, at 74 Broadway, there being about 17 creditors present, representing claims of $65,000. The first question which was put before the creditors was as to what disposition should be made of the business. Mr. Strasbourger explained that he had called the meeting to ask the advice of the creditors for the purpose of determining the best and most equitable way of settling the company's affairs.

He stated that the expenses of the business included a rent of $1,000 a month and $200 in other expenses. The receipts averaged about $300 a day. The merchandise in the store is valued at about $194,000 and the liabilities amount to about $226,000. He explained that the company had a branch store in Washington, which has been closed, and the merchandise has been shipped to New York in order to save expenses of maintaining two establishments. The fixtures in the Washington store are now on sale and any amount they realize will be applied to the assets.

After some discussion, it was decided that the best course to pursue would be to name a committee of creditors to investigate the condition and decide whether to continue the business or close it out. When asked concerning this alternative, Mr. Howard, president of the concern, stated that to continue the business more capital would be necessary but the prospects were such that if more capital were obtained the business could again be put upon a paying basis.

Mr. Howard was confident that this course would be the best, rather than close out the business entirely. It was finally decided to appoint a committee of five creditors, and the following were named: Ludwig Nissen, A. J. Hedges, H. A. Robbins, C. A. Dunn, A. Wittnauer and Mr. Appleton as an ex-officio member of the committee.

The members of the committee represented a claim of about $40,000. The meeting was then adjourned without date.

This business was established as a partnership many years ago, but the firm was not successful. In March, 1882, the present corporation was organized under the New York State laws with an authorized capital of $500,000, of which $300,000 was claimed paid in. Joseph W. Howard, president of the concern, stated that the business included a rent of $1,000 a month and $200 in other expenses.

Trowbridge & Fox, attorneys for Howard & Co., stated that the concern's affairs were liquidated under the New York State law, in which case the creditors received payments of 100 cents on the dollar with 6 per cent. interest. The business, however, did not come up to expectations, and this subsequently rendered it impossible for the company to fully comply with the terms of the original trust agreement.

It appears that subsequently Mr. Fox was succeeded as trustee by Simon Frankel, of Joseph Frankel & Sons, and William Scheer, the latter later became president of the company, succeeding J. P. Howard, who died in December, 1908.

Early in 1911 arrangements were made by which the lease at 576 Fifth Ave. was sold to T. B. Starr for a substantial sum, and Howard & Co. on May 1, 1911, moved to 624 Fifth Ave., their present address, and liquidated most of the claims of creditors. Some time ago William Scheer was succeeded as president of the company by Montague Howard, son of the founder, who up to that time had been vice-president. Messrs. Frankel and Scheer were discharged as trustees in September, 1911.
IMPORTERS
AND
CUTTERS
OF
DIAMONDS

Albert Lorsch & Co., Inc.

Lorsch Building
37-39 Maiden Lane, New York

131 Washington St., Providence

Cutting Works:
32 Fulton St., New York
Annual Mid-Winter Banquet of the Jewelers’ Association of Boston Largely Attended.

Boston, Mass., Jan. 10.—The annual mid-Winter banquet of the Jewelers’ Association of Boston, composed largely of retail dealers, took place Thursday evening at the American House. The affair was entirely informal, speech-making being under a ban and merriment having full sway.

The event takes place each year early in January, and is planned as an occasion for relaxation and relief from business cares after the holiday rush that precedes the advent of New Year’s.

Alternating with the mid-Summer outing, always also an enjoyable event, the banquet justifies the statement on the menu card: “Figuring on two birthdays a year, which is all we have been able to afford up to the present time, we are now of age and coming strong.”

An orchestra, under the direction of Joseph S. Krulke, of the Jewelers’ building, who is a musician of unusual ability and a skillful leader, furnished the instrumental numbers. Charles Bradley entertained at intervals during the dinner hour with baritone solos and character dancing, and soprano solos were given by Mme. Grace Hamlin. After the banquet a glee club and vaudeville troupe rendered an excellent program. These features took the place of post-prandial addresses and greatly pleased the assemblage.


A. E. Danley, Lincoln I. Burt, H. G. Treco, L. A. Treco, F. S. Treco, Simon Jacob, James M. McLeod, J. N. L’Eveque, Ben Glagovsky, Simon Glagovsky, Charles F. Hardy, A. Rosenblum, J. S. Browning. Combined with the bill of fare were the words of the “Stein Song,” “Sweet Adeline,” “Old Kentucky Home” and other favorites, which were sung with much gusto. The menu was excellent, the spirit of the occasion was as jovial as could have been desired, and all present had one of the “times of their lives.”

The Cornwell Jewelry, Pueblo, Colo., Goes Into Bankruptcy.

PUEBLO, Colo., Jan. 9.—The Cornwell Jewelry Co., of this city, is in bankruptcy. The assets are estimated at $20,000, with liabilities of $28,000. Lafayette F. Cornwell, proprietor of this business, started it under the above style at Canon City, Colo., in 1877. He moved to Silver Cliff in 1880, and in 1885 to Salida. In 1895 he located at his present address.

Fred A. Hall, Van Wert, Is., has been succeeded by Hall & Co. secured by contract of sale or by chattel mortgages on the store fixtures, include: William C. Kreul Co., Milwaukee, $90; Northwestern Furniture Co., Milwaukee, $90; Hibbard-Richardson Co., Milwaukee, $80.

Among the unsecured creditors are the following: German-American Bank, Milwaukee, promissory note, $150; the Milwaukee Electric Railway & Light Co., $17.28; Paula Mazalewski, Milwaukee, money loaned, $143.


Bankruptcy Schedules of Henry Rodner, Milwaukee, Wis.

MILWAUKEE, Wis., Jan. 7.—Henry Rodner, jeweler, at 431 Mitchell St., who has gone into bankruptcy, scheduling his liabilities at $5,691.17 and his assets at $3,060, lists secured claims of only $130, while the unsecured amounts total $5,444.47. Taxes due the city, county and State amount to $16.70. Rodner claims exempt assets worth $820, comprising stock in trade valued at $200, tools said to be worth $200 and household goods and wearing apparel valued at $290.

The secured creditors, whose claims are comfortably secured by contract of sale or by chattel mortgages on the store fixtures, include: William C. Kreul Co., Milwaukee, $90; Northwestern Furniture Co., Milwaukee, $90; Hibbard-Richardson Co., Milwaukee, $80.

Among the unsecured creditors are the following: German-American Bank, Milwaukee, promissory note, $150; the Milwaukee Electric Railway & Light Co., $17.28; Paula Mazalewski, Milwaukee, money loaned, $143.

Now Ready

the largest Pearl stock in the world for manufacturers' uses ever brought under one roof; in Half, Rounds, Boutons and Oriental Baroques.

L. Heller & Son

68 Nassau Street
NEW YORK

PARIS — PROVIDENCE — IDAR — SAN FRANCISCO
Death of Edwin Keller.

ALLENTOWN, Pa., Jan. 8.—After fighting bravely against death for three weeks, Edwin Keller, head of the firm of Edwin Keller & Sons, 711 Hamilton St., and one of the most respected citizens of this city, died at the local hospital at 3 o'clock last Saturday afternoon.

Mr. Keller was a man of many fine qualities, and won and held the esteem of all with whom he came in contact in a business, or social way. For some time his health had been failing, although his condition did not become alarming until about a month ago. At a consultation of physicians his ailment was diagnosed as gallstones and an operation recommended. He was removed to the local hospital and an operation performed. His condition improved and there were high hopes for his complete recovery. However, he later showed signs of losing ground, and all efforts of the physicians failed. His family, too, realized his condition and was almost constantly at his bedside.

Edwin Keller was born March 23, 1844, at Kellersville, Monroe County. He traced his ancestry to Christofel Keller and his wife, natives of Holland.

Mr. Keller obtained his educational advantages at the Hamilton School, Monroe County, where he attended until he was 13 years of age, and at the Stroudsburg Academy and the Delaware Gap School. At the age of 15 he went to Easton, Pa., and entered upon an apprenticeship of four years with Judge Stein to learn the jewelry trade.

During the Civil War he enlisted in the State militia in 1862 under Col. Henry Longnecker, and in 1863 under Col. Melchoir Horn. At the expiration of his apprenticeship he went to Philadelphia, where he worked six months, going from there to Springfield, O., where he was employed two years. From there he went to Cincinnati, O., and to St. Louis, Mo., and from there to Indianapolis, Ind. Sept. 1, 1869, he located in Allentown.

He entered into partnership with his brother, Samuel S. Keller, opening a jewelry store at 737 Hamilton St., purchasing the stock and property from John Newhard. In 1888 Samuel S. Keller retired and Mr. Keller continued the business alone for five years, when he admitted his eldest son, Herbert C. Keller, and four years later his other son, Arthur E. Keller. In August, 1892, the business was removed to its present location, 711 Hamilton St.

Mr. Keller was a Republican in politics, but has never sought or held office, preferring to devote his time to his business pursuits. He was a member of St. John’s Lutheran Church and a charter member of the Livingstone Club, having been one of its first vice-presidents. He was also a director of the Allentown National Bank.

Mr. Keller was united in marriage to Lizzie M. Christ, daughter of Chas. E. Christ, and his wife, Salome Christ, residents of Allentown. Their children are Herbert C. Keller and Arthur Edwin Keller.

There also survive two grandchildren, Wallace Herbert Keller and Edward Walker Keller. Israel Keller, of this city, is the only brother of the deceased.

The late Edwin Keller.

Death of Otto Mehrkens.

HACKENSACK, N. J., Jan. 7.—Otto Mehrkens, who for the last 18 years has conducted a retail jewelry store in this city, died last Friday in the Hackensack hospital, where he was operated upon for appendicitis.

Mr. Mehrkens was a watch repairer and began business in this city in 1886. He was successful in business and purchased the store property here in 1903. He had many friends in this section, both in business and in the social circle, who deeply regret his death.

Mr. Mehrkens was 45 years of age and is survived by a widow and three children, one son and two daughters.

Adolph D. Lowenthal, Louisville, Ky.— Goes Into Bankruptcy.

LOUISVILLE, Ky., Jan. 12—Adolph D. Lowenthal, a retail jeweler, conducting “The Gift Shop” at 230 S. Fourth Ave., has filed a voluntary petition in bankruptcy in the Federal Court here. His assets are listed at $38,335 and his liabilities at $32,210.

Mr. Lowenthal’s assets consist of merchandise valued at $12,000 and life insurance policies amounting to $20,000. His creditors include the Louisville Fixture & Furniture Co., the Cumberland Valley National Bank, Nashville, Tenn., and the Southern National Bank, of Louisville, as well as a number of local pawnbrokers, who hold jewelry as security for loans. He recently moved his store from 215 S. 4th St., reopening it during the holidays. This plan, however, proved to be a losing venture, it is said.

Mr. Lowenthal began in the jewelry business here Sept. 1, 1908. He met with business reverses and settled with creditors at 55 cents on the dollar. In November, 1911, he purchased the stock of the Raff Jewelry Co.

A charter has been granted in the State of Pennsylvania to the Wickham Cut Glass Co., Scranton, Pa. The capital stock is mentioned as $15,000.

Connecticut Retail Jewelers to Be Organized at a Meeting in Hartford, Jan. 28.

HARTFORD, Conn., Jan. 12.—After considerable correspondence had been passed, the first of which began back in October, between interested organizers and a local retail jeweler, plans have been made whereby a preliminary meeting will be called in this city this month for the purpose of organizing the Connecticut Retail Jewelers’ Association, the first of its kind in this State, although several attempts had been made in years past to start such a much needed society.

One of the prime workers in this recent movement for the retail jewelers of the State is Col. John L. Shepherd, of the Keystone Watch Case Co. Mr. Shepherd, being an intimate friend of Philip H. Stevens, Bristol, Conn., senior member of the retail jewelry firm of the P. H. Stevens Co., 65 Pratt St., this city, wrote several letters on the subject, and Mr. Stevens soon came interested in the movement. He has notified all of the retail jewelers of Hartford of the plans to start an organization, and already the following jewelers or their representatives have consented to be present at the first meeting: Hansel, Sloan & Co., 70 Pratt St.; Henry Kohn & Sons, 890 Main St.; The Philip H. Stevens Co., 63 Pratt St.; Lux, Bond & Lux, 859 Main St.; J. Fred Bitzer, 19 Pearl St.; John E. Griffith, 87 Pratt St.; E. Gundlach & Co., 18-20 State St.; Merton W. Bassett, 1007 Main St.; Owen D. Rist, 847 Main St.; George E. Woerz, 258 Asylum St., and Edward F. Coxeter, 193 Asylum St.

It is expected that a score more of local jewelers will respond to the call, and Mr. Stevens expects a big delegation of Hartford dealers to support the movement.

This week letters will be sent out from Hartford to every retail jeweler and small manufacturing jeweler in Connecticut in which the plans for the organization will be explained and the support of all asked in getting together. It has been estimated that there are about 2,000 jewelers, and those closely associated with them in the business, in this State.

It has been decided to have the preliminary meeting at the Allyn House, corner of Asylum and Trumbull Sts., on Wednesday afternoon, Jan. 28, at 2 o’clock. Accommodations have already been reserved at this hotel for those who wish to attend the meeting. In the evening it is planned to have an informal dinner.

In the past several attempts have been made to start a State organization, the last being about six years ago, when a meeting was called at the Garde Hotel in this city. Only a few jewelers of Hartford and surrounding towns and cities appeared and the movement was given up. Great effort is being made this time to make the gathering a successful one and a large delegation is looked for from all over Connecticut.

G. B. Lobdell has closed out his jewelry establishment at Carthage, N. Y., and discontinue business there. He has been in business at Carthage for the past seven years.
Ludwig Nissen & Co.
Specialists in Pearl Necklaces

Apropos of Pearls

THIS branch of the business is only in its infancy in the United States as compared with other countries. The jewelry establishment not having a proportionately adequate assortment of Pearl Goods in its stock will find itself behind the procession. We have long made special efforts in the direction of meeting this increased demand of fashion and can help you complete your stock or fill your orders.

We also have the finest collection of all kinds of Precious Stones, including the RAREST GEMS IN DIAMONDS, RUBIES, EMERALDS and SAPPHIRES. And, of course, we have all the regular goods in the above lines.

LUDWIG NISSEN & CO.
182 Broadway, New York
National Design Registration League Decides on Membership Fees and Calls for Contributions.

The National Design Registration League, recently formed by the convergence of New York for the purpose of obtaining legislation that will give protection to the manufacturers by permitting the registration of designs easily and at a small fee, adds funds through membership fees and contributions for the purpose of carrying on the work in which it has been engaged. This includes, among other things, an amendment to the Kahn law that will protect American manufacturers against improper registration and privileges extended to foreign exhibitors at the San Francisco exhibition next year.

The organization includes in its membership many lines of industries and embraces a large contingent in the jewelry, silverware, watch and allied trades.

The letter sent out last week by the advisory committee is as follows:

To the Members of the National Design Registration League:

First, all of you interested are asked to contribute to the expense fund as liberally as they feel themselves justified, having in mind the benefits they will derive from the enactment of a registration law.

Second, irrespective of any contribution they may make, a membership fee of $100 has been established for all members.

The expenses of the league have already reached approximately $10,000 for printing, postage, etc., in sending out, in addition to the correct correspondence, which has been a very large more than 300,000 pieces of printed matter; for the cost of organizing and holding the design registration convention; for office, traveling and other necessary expenses, and the work is just fairly begun.

It has been necessary to employ legal counsel, a secretary-treasurer, and officials, all of whom have necessary experience, and the work and effort must be continued.

A little over $7,500 has been raised thus far. The $100 fee for members which, in one case, amounted to $3,500, and in another case $600, and includes certain amounts advanced or loaned by some members and others, it was understood that these advances or loans (but not the contributions) were to be repaid out of the funds after-wards received from other members and contributors.

The business of the league is carefully and economically conducted, but nevertheless a large amount must be raised to prosecute the campaign of education and publicity, until we have accomplished what we have set out to do. No such movement can be suitably conducted without the substantial moral and financial support of those concerned, and your liberal aid and cooperation are earnestly requested.

This movement is in response to the needs of manufacturers, merchants, importers, designers and many other lines of trade throughout the entire country. It is also in the interest of fair dealing with the general public, and it should strongly commend itself to you, even outside of any individual benefit you may derive from the safeguarding of your design property against the piracy of unscrupulous competition. No other purpose is behind the movement than to be of service in furthering the proposed legislation to secure adequate protection for designs of manufactured products.

Members are assured that no funds will be used except for strictly legitimate expenses in this behalf.

This method of raising funds for the expenses of the league is entirely in accord with the "Articles of Association" accepted on the membership card, and while your financial obligation in the matter rests entirely with you, we hope you will realize the importance of promptly providing your proportionate share of the necessary funds to pay the cost of the large amount of work already done and yet to be completed.

Please make check to the order of the National Design Registration League, and forward same to the secretary-treasurer, and officials.

Yours very truly,


Schedules in Bankruptcy of Herman Shotland, New York, Filed in Federal Court.

Schedules in bankruptcy of Herman Schotland, 1876 Third Ave., New York, were filed last week in the United States Court, Manhattan, and show liabilities of $1,216 and assets of $767, consisting of stock in trade, $50; tools and fixtures, $25; unliquidated claims, $20, and personal property (exempt), $32. All the claims are unsecured.

Among the largest creditors are: M. Landon, $275; A. Classen, $190; Isaac H. Smith, $78; and Newman & Charlat, $50.

A petition in bankruptcy was filed against Schotland early in November.

Washington, D. C., Jan. 8.—The records of the Treasury Department contain the following comparative statistics of interest to the jewelry trade for October, 1912 and 1913, and for the 10 months ended October, 1912 and 1913:

**National Monthly Import and Export Statistics.**

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<tr>
<td>Clocks and parts of...</td>
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<td>$25,631</td>
<td>$24,582</td>
<td>$207,000</td>
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<td>Watches, materials and machinery</td>
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<td>$24,684</td>
<td>$28,582</td>
<td>$207,000</td>
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<tr>
<td>Diamonds, uncut, including miners', glaziers' and edge-set, free</td>
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<td>$1,590,000</td>
<td>$1,310,100</td>
<td>$1,590,000</td>
<td>$1,310,100</td>
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<tr>
<td>Diamonds, cut, but not set, durable</td>
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<td>$1,250,000</td>
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<tr>
<td>Other precious stones, uncut, free</td>
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<td>$1,410</td>
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<tr>
<td>Other precious and semiprecious stones, cut but not set or cut, durable</td>
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<tr>
<td>Imitation precious stones, durable</td>
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<td>$148,750</td>
<td>$189,750</td>
<td>$148,750</td>
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<tr>
<td>Total, precious stones, etc.</td>
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<td>$1,521,500</td>
<td>$1,421,234</td>
<td>$1,521,500</td>
<td>$1,421,234</td>
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**Letters to the Editor.**

Some Interesting Facts About North Carolina Emeralds.

Editor Jewelers' Circular:

A statement was made by Dr. George F. Kunz in the chapter on precious stones in the Mineral Industry during 1912, and regretted in the Numeral of November 12, 1913, regarding North Carolina emeralds, which, he feels, works an injustice to those gems. This is in reference to the emeralds from the mine near Shelby, N. C. Dr. Kunz states that a number of emeralds have been found here but "none of fine color or of any great value."

The average person reading this statement would infer that these emeralds have little real merit, but such is not the case. Aside from the fact that these are the finest emeralds ever found in the United States, some of them compare favorably in color and quality with the average Colombian (South American) emeralds.

I do not wish to convey the idea that the best of these North Carolina emeralds are equal to the finest emeralds found in other countries, but that they are worthy of some consideration as emeralds, and especially because they are American emeralds. Gems which markedly exceed the best North Carolina emeralds in depth and beauty of color, but often inferior in quality or texture, are found among those rare stones which, owing to their exceptional color, are placed in a class by themselves. An analogy may be drawn with diamonds which are scoured at retail for $250 to $300 per carat as stones of fine quality, but finer stones of exceptional quality or fancy colors may bring many times that price.

A number of good emeralds have been cut from the North Carolina stones, and some of these have been pronounced fine gems by reliable dealers. There are, of course, a large proportion of the emeralds too pale to be classed as fine colored, but which are still even deeper colored than those from Alexander County, N. C., to which several years ago Dr. Kunz devoted some space in reports for the United States and North Carolina Geological Surveys. In "The History of Gems Found in North Carolina," published by the Geological Survey of that State in 1907, Dr. Kunz described a fragment of emerald from the same general locality as "of good color, better than anything observed from North Carolina although somewhat flawed; it was cut into a faceted stone, of trapeziform, or sub-triangular shape, weighing 4½ carats, that quite closely resembles material from the Muzo mine of Colombia."

This gem is now in the American Museum of Natural History in New York. Very truly yours,

Douglas B. Sterrett, Geologist.

(U. S. Geological Survey.)

Published by permission of the Director U. S. Geological Survey.
Developments in the Case of Nathan Mendlow, Lynn, Mass., Who Has Filed for Bankruptcy.

BOSTON, Jan. 12.—Sensational events have attended the Mendlow case, which began just previous to the Christmas holiday rush with the admission on the part of Nathan Mendlow, who is in business in Central So. Lynn, under the name of Mendlow Bros., that he was financially embarrassed.

Taking counsel with some of his creditors, he arranged for a clearance sale of his jewelry stock, with the avowed purpose of going out of that line of business, but retaining his trade in musical instruments and certain novelty goods. Later an offer of $40 cents on the dollar was made by him.

Becoming suspicious of Mendlow’s intentions, however, three creditors—I. Charak, claim $440; Mr. Berk, claim $500, and Daniel Pratt’s Son, claim $237.50—filed a petition in involuntary bankruptcy against him. An unusual procedure in this connection was accompanying statement.

This set forth that one, at least, of the creditors had reason to believe that a mortgage of Mendlow’s stock, made about Sept. 2 to William H. Sargent, of Lynn, was given “without consideration and with a purpose to hinder, delay and defraud creditors.” A similar charge was made in connection with the assignment of the lease of the store to the John P. Corbett Co. Furthermore, it was alleged that Mendlow, so the creditor had reason to believe, intended to go away with the proceeds of the sale.

A receiver was asked for and an injunction against Sargent and Corbett’s disposal of what had been transferred to them. It was also asked that Mendlow be restrained from departing beyond the jurisdiction of the court. A temporary injunction was granted.

Next came a poker game, which resulted Jan. 5 in the arrest of Patrolman McGrey, of the Lynn police force, charged by Mendlow with having participated with Mendlow and another Lynn man in the game, and with larceny from Mendlow of $900. The officer is suspended from duty and was up for trial Saturday at Lynn, being unfinished at adjournment, and continued to Tuesday afternoon.

Meanwhile the creditors, suspecting that the story of being robbed of his wallet containing $900 was concocted because of his financial difficulties, caused warrants to be served Saturday on Mendlow. During the day he was placed under arrest twice. The first was on a warrant, on the complaint of I. Charak, who swore that he had information that Mendlow was about to leave Massachusetts. On this he was later discharged. Subsequently, a United States Deputy Marshal went from Boston to Lynn, and Mendlow was taken to Boston and locked up, being ordered to furnish bail of $2,000 if he desired his freedom, the creditors named above having filed affidavits that they believed Mendlow intended to leave the State.

Regarding the poker game, Mendlow testified that he had $1,000 before the game, drawn from a Lynn bank, and changed two $20 bills. He stated that he left the room at one stage of the game and later missed his wallet, which had been under him in the chair on which he sat. The defendants’ lawyers attempted to show that Mendlow’s financial condition furnished the motive for his accusation against the patrolman and the other man.

Prizes Awarded in Competition Under Auspices of Rhode Island School of Design.

PROVIDENCE, R. I., Jan. 10.—R. C. Steadman, of this city, is the winner of the first prize for the best 12 designs of finger rings in the competition under the auspices of the Rhode Island School of Design. The other prize winners are as follows: Second, Ira C. Williams, of Lakewood, R. I.; third, Miss Marguerite Mason, of Attleboro; fourth, Leslie F. Shields, of this city. The prices are $50, $25, $15 and $10. The following were given honorable mention: George A. Thoresen and G. Sebastianelli, both of this city, and Grace Simcox, of Newark, N. J.

The awards were made by David Sutherland, Frederick Forth and Augustus F. Rose, the latter the head of the jewelry designing and silversmithing department of the school. This evening the manufacturing jewelers of this city and the Attleboro, superintendents and heads of departments were afforded an opportunity of examining the designs.

R. C. Steadman, who received the first prize, is employed as a designer by Cyr & Bouchard, hub and die cutters, 185 Eddy St., this city. He has taken the first prizes in the two contests that have interested the students at the Rhode Island School of Design during his present school year. His latest triumph was secured in competition with designers from all over the country, any person engaged in the trade being eligible for the contest.

He is a native of Brockton, Mass., and has been connected with the jewelry trade for about 10 years, being employed by Cyr & Bouchard for the past year. For nearly eight years he was employed by the Keller Mechanical Engraving Co., New York. He has taken part in the two contests that have interested the students at the Art School of the Museum of Fine Arts in Boston and at Cowles Art School in Boston, and has supplemented these studies by instructions from various private sources.

Market Prices for Silver Bars.

The following are the quotations of silver bars in London and New York as reported last week:

<table>
<thead>
<tr>
<th>Metal</th>
<th>New York</th>
<th>Selling Price, London</th>
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<td>Jan. 6</td>
<td>26 1/4.</td>
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C. T. Foy, who has been in the retail jewelry business at Mayfield, Ky., for some time past, has filed a deed of assignment, naming L. R. Smith assignee. His liabilities amount to about $1,400, of which is due to out-of-town firms for merchandise. The assets consist of stock and fixtures, valued at $750 to $850.

Creditors File Bankruptcy Petition Against Edward Kreisler, Brooklyn, N. Y.

An involuntary petition in bankruptcy was filed in the United States District Court of Brooklyn, N. Y., last week against Edward Kreisler, conducting a jewelry business at 221 Main Ave., that borough. The petitioning creditors are Hyman Krug, $250; Jacob J. Schmukler, $300, and Herman J. Hershlikowitz, $48. The petition alleges that Kreisler had committed acts of bankruptcy in that he made preferential payments to the amount of about $900. James Gray has been appointed receiver under a nominal bond. There is no statement of assets or liabilities.

Kreisler started in business in Brooklyn Nov. 1, 1911, buying out the fixtures in the store of Weisberger Bros. He was previously connected with Kimmel & Gossler, of Jersey City for two years, and for a short time was in business for himself in Manhattan, doing business under the name of the Sapphire Jewelry Co.

Creditors Bring Bankruptcy Action Against Joseph B. Witman, Brooklyn, N. Y.

An involuntary petition in bankruptcy was filed Tuesday of last week in the United States District Court of Brooklyn, N. Y., against Joseph B. Witman, doing business at 417 Fulton St., that borough. The petitioning creditors are Robert H. Ingersoll & Bros., $20; J. B. Bowden & Co., $654, and Albert Lorsch & Co., Inc., $194.

It is alleged that Witman owes debts to the amount of $1,000, and that while insolvent he made preferential payments to creditors to the amount of $500. The petition states that the probable assets are $500.

Witman was formerly employed by H. Strauss, for about 15 years and later became manager of the business. He began on his own account in April, 1911, at 308 Fulton St., and moved to his present address in May, 1912.

Ralph S. Neill, Everett, Mass., a Voluntary Bankrupt.

Boston, Jan. 10.—Ralph S. Neill, of Everett, Mass., is a voluntary petitioner in bankruptcy, having filed his schedules this week in the United States District Court. He has liabilities of $9,300.99, of which $902 is owed to secured creditors. There are nominal assets of $895.88, but it is understood that mortgages offset a large part of this amount.

Among the liabilities are large sums due for medical attendance for himself and wife, both of whom have been subject to serious illness within the past year.

The principal creditors in the trade are: Manchester-Smith Co., $68; J. T. Bacon, $89; R. A. Brown & Co., $112; South Bend Watch Co., $25; Smith-Paterson Co., $84; E. H. Saxton Co., $71; C. N. Quimby, $97; D. C. Percival & Co., $97; Nelson H. Brown, $40; Charles May & Son, $37; J. Meyers, $135; Boston Jewelry Supply Co., $4; Henry Sambrini, $97.

W. P. Baucom, Porterville, Cal., has been succeeded by Baucom & Dorn.
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ANTWERP: 48 Rue Simons
AMSTERDAM: 2 Tulpstraat

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Seed Pearl Jewelry and Neckchains.
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CROSSMAN COMPANY

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NEW YORK
Death of Newton Dexter.

New Haven, Conn., Jan. 18.—Members of the jewelry trade in many sections of the country will hear with deep regret the news that Newton Dexter, publisher of the Goldsmith and Silversmith and well-known in the industry for the past 20 years, had died at his home in Westville, a suburb of New Haven, Sunday last, after a lingering illness. The funeral services will be held to-day at 3 p.m. from Lewis & Maycock's chapel, 1,110 Chapel St., New Haven. Mr. Dexter, who was in his 60th year, had had a varied career in professional and business life and for the last quarter of a century his work had been directed toward the uplift of business practices, to business and to publishing. He graduated from Union College, New York, in 1873, with high honors, and was commencement orator of the Philomathian Society. It was his idea then to devote his life to the ministry, and he then entered the Yale Theological Seminary and, after finishing, was the secretary of Bishop Doane, of Albany, for about five years. He then decided to give up his ministerial work and entered the business field as an organizer and was one of the first to start the New York State Business Men's Association and became the editor of the Merchants' Mail, the organ of the association. While in this work he originated and gave the first food exhibit in the United States which proved to be a prosperity scheme. In 1888 Mr. Dexter went to Europe and visited England as the guest of Lord Chief Justice Coleridge, at the latter's Summer residence in Devon, and on his return to New York entered actively in the campaign for legislation to elevate business morals.

He was the author of the "anti-prize" food law forbidding the giving of prizes with articles of food, and also did active work in initiating the movement to prohibit false advertising. After the New York Sterling law had been adopted and became the editor of the Merchants' Mail, the organ of the association. While in this work he originated and gave the first food exhibit in the United States which proved to be a prosperity scheme. In 1888 Mr. Dexter went to Europe and visited England as the guest of Lord Chief Justice Coleridge, at the latter's Summer residence in Devon, and on his return to New York entered actively in the campaign for legislation to elevate business morals.

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EVERY DIAMOND in our stock will always be found in every way equal to its marked grading; frequently a little better. Perhaps that is one reason why those who have dealt with us believe in us so thoroughly; why they continue to purchase their precious stones from us year after year.

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ALL JOBBERS, OR JEWELERS' CIRCULAR PUBLISHING CO.
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January 14, 1914

THE JEWELERS' CIRCULAR-WEEKLY

Jewelers' Security Alliance Holds Annual Meeting and Re-elects All Officers.

THE 31st annual meeting of the Jewelers' Security Alliance was held last Friday afternoon in the room of the Jewelers' 24-Karat Club, 15 Maiden Lane, New York. Officers for the ensuing year were elected and other business of importance to the organization transacted.

The meeting was called to order by President A. K. Sloan, and the reading of the minutes of the last meeting were dispensed with. After announcing that a quorum was present President Sloan delivered his annual address. He said:

PRESIDENT SLOAN'S ADDRESS

To the Members of the Jewelers Security Alliance

Good morning—I again have the pleasure of greeting you at our 31st annual meeting with congratulations upon the completion of another successful year's work.

It is not necessary for me to go into details, as the report of the executive committee covers them very fully, and will give you complete information regarding the work done.

There is one thing, however, which I would like to impress upon every member, and that is the need of more common sense and prudence in conducting business. My long experience as an officer has convinced me that a large proportion of the losses which are suffered every year would not have occurred if those who lost had exercised reasonable care.

The executive committee is going to make especial efforts this year in the line of prevention, but their work will have little effect unless you co-operate with it by paying attention to the suggestions which are given you, and adopting the means which are recommended.

If you will give this matter the consideration it should receive, you can save yourselves from many of the losses which are occurring largely through carelessness and inattention.

It is fitting that I should make mention at this time of the recent death of Henry Untermeyer, who served as a member of our auditing committee for many years, and performed his duties with painstaking care and fidelity. Mr. Untermeyer was always interested in everything that would be for the benefit of the jewelry trade, and he will long be remembered by those who have worked with him for many years in the various organizations of jewelers.

The report of the executive committee was presented by H. H. Butts, chairman, and Secretary Noyes ordered placed on file. It was as follows:

REPORT OF THE EXECUTIVE COMMITTEE

The executive committee has held 11 regular meetings during the year, for the consideration of applications for membership, and a very large amount of other business connected with the purposes for which the Alliance exists.

There were 228 new members admitted to Class A and 108 to Class B, while 518 Class A members were transferred to Class B.

An unusual number of our members retired from business last year, many of them through failure, 258 Class A memberships and seven Class B having been cancelled principally from that cause, leaving our Class A membership on January 1st, 1913, and the Class B membership 1,294, making a total of 3,878, a net gain of 73 under the conditions of business which prevailed during most of the year, is due largely to the fact that many of our members have made a large number of arrests and recoveries of various kinds reported by members, and in each case the assistance provided by the class of membership held has been given. About 5,000 reports have been received from the Pinkerton agency regarding the work it has done this year, and a large amount of correspondence carried on. The new door-plates and reward signs were sent out to all members during the year, and the old ones recalled.

You can readily see, therefore, that the Alliance office has been a very busy place during the past year, it being no small task to collect the annual dues, quite a large number of members requiring several reminders because of the pressure of their own business.

The following statistics, gathered from trade papers, show the alarming prevalence of robbery of every kind in our trade, owing partly no doubt to the large number of unemployed during the last six months. The absolute necessity for every jeweler to make use of every possible means to protect himself from loss is evident.

Causins of losses

<table>
<thead>
<tr>
<th>Causes of losses</th>
<th>Number</th>
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</thead>
<tbody>
<tr>
<td>Safe burglaries</td>
<td>44</td>
</tr>
<tr>
<td>Store burglaries</td>
<td>221</td>
</tr>
<tr>
<td>Window smashing cases</td>
<td>269</td>
</tr>
<tr>
<td>Smock thefts</td>
<td>177</td>
</tr>
<tr>
<td>Hold up and assault cases</td>
<td>30</td>
</tr>
<tr>
<td>Swindles by bad checks</td>
<td>64</td>
</tr>
<tr>
<td>Total</td>
<td>605,790</td>
</tr>
</tbody>
</table>

Large as these figures are, they do not entirely cover the enormous losses which actually occur, because many of the thefts are not reported to the papers and therefore escape notice.

Of the 44 attacks upon safes the following four were at the stores of our members and were as follows: Locum, Oim & Co., Chicago; W. H. S. Wetherby, Clyde, N. Y.; Zenith Jewelry Co., West York, Pa.; and De Lyss Jewelry Co., Detroit, Mich.

During the year two more of the burglars who robbed Philip Present, of Rochester, in 1912, have been captured, leaving only one of the five at large, and clues have been found which we hope will lead to his arrest in the near future.

Meyer Hirschvitch, alias "Zeidel," received a life sentence last month, and Henry Cohen, alias "Diamond," was sentenced to five years, while Harris Stomloff, alias "Bloom," got a suspended sentence. These three expert "safe crackers" are believed to be the ones who robbed William Yates, Cold Spring, N. Y., and attempted to rob A. W. Ford, Wallingford, Conn., last year, but not having been able to get sufficient evidence to convict them for these crimes, we co-operated with the police in following them up with the results noted above.

Of the 151 store burglaries, 74 were perpetrated upon our membership, and in 26 cases the burglars have been arrested and a large part of the property recovered.

Of the 269 window smashing cases, 104 were at stores of Alliance members, and in 30 cases the thieves were arrested and most of the goods returned.

Of the 177 sneak thefts, 91 of our members were victims, and in 41 instances the culprits have been punished and in many instances the missing articles were located and recovered.

A large number of the burglaries were committed during November and December, too recently for results to have been secured, and there will undoubtedly be estimations of losses and recovery of property during the next two or three months. It is gratifying to note that the police is making the police and others so watchful that in a number of instances last year the thieves were caught in the act and no loss resulted. We are also pleased to find that many attempts by sneak thieves were unsuccessful because our members are becoming well informed and careful through the warnings given in our bulletins.

Of the 80 hold up and assault cases but four of our members were attacked. They were Jas. H. Cohen, Kansas City, Kan.; J. J. Thomas, Grand Rapids, Mich.; H. C. Hollister, Wexfield, Mass., and A. Seidensticker, Hamburg, O.

It would be impossible to give a list of all the crimes without making our report too long and tedious, besides which the bulletin sent to you have already informed you of many of them. Since the last bulletin there have been the following: N. Smason, L. Goldman & Sons, R. C. Carter and De Lyon Jewelry Co.

There has been $6,700 paid during the year in rewards for the arrest and capture of burglars and thieves of various kinds.

The sum of $97,000 has been paid for rewards, which we feel has been money well spent, and has done much for the welfare of the Jewelers Security Alliance feared by thieves and robbers, and largely increased the warning effect of our efforts. As a result, this placed behind the bars by these means will be fewer to advise his next hit, thanks to the clear work of Alliance members, and will be careful to do so himself in future. Note also in how many instances all, or a large part, of the stolen property has been recovered.

During the coming year the executive committee will make special efforts in the line of prevention, and asks your hearty co-operation in this direction. For this purpose the Pinkerton Detective Agency has been inspecting a large number of jewelry stores, under our instructions, noting the weak points both as regards equipment, etc., and methods of doing business, and you will find many helpful suggestions in the bulletin connected with this report. If you will do your part by following the suggestions recommended, there is no doubt the enormous losses sustained through theft and robbery can be very materially reduced.

The reports of the treasurer and of the auditing committee were then read and ordered filed.

J. Warren Alford, chairman of the nominating committee, reported, recommending the re-election of the officers and members of the executive committee whose terms had expired, and there being no other nominations, the secretary was directed to cast one ballot for all the nominations, and they were declared unanimously elected. The officers re-elected are: President, A. K. Sloan; first vice-president, H. H. Butts; second vice-president, C. C. Champenois; third vice-president, M. L. Bowden; treasurer, Bernard Karsch; members of the executive committee, A. L. Brown, Leo Woodman, and Westminton, Mich.

The executive committee re-elected is as follows: H. H. Butts, chairman; Henry Abbott, J. Warren Alford, Alpheus L. Brown, Wm. T. Gough, Leopold Stern and Leo Woodman.

President Sloan appointed as the auditing committee Edward S. Smith and Jacob Goodfriend. After a few brief remarks by the president the meeting adjourned.

At the regular monthly meeting of the
Special Mounted Pieces

A feature of our business is the making of Special Pieces from exclusive designs prepared to meet individual needs. We have unexcelled facilities for doing work of this kind. We import diamonds and other precious stones, so we command the best materials at all times. Our factory is organized to produce work of the higher order. Our designers are men of ability who can produce original work that will compare favorably with the best on the market. This combination, under our immediate control, enables us to give you the best work, the best service and right prices.

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executive committee the following nine new members in Class A were admitted:

Johnson Jewelry Co., Fort Alleghany, Pa.;

The following four new members in Class B were admitted:

J. E. Ballantyne, Mako; R. S. L. Lary, Portland, Ore.; C. L. M. Bougher, Newport, Vs., and Leonard Tufts, Pinehurst, N. C.

Twenty-four members were transferred from Class A to Class B.

The following transfers in Class A were granted:


The following rewards were ordered paid:

To Detectives Anderson and Nelson for the arrest and conviction of John W. Satterfield and James Burke, who received indeterminate sentences for breaking into the store of G. Gootenberg, Paterson, N. J., on Oct. 27, 1913, and stealing about $600 worth of jewelry, nearly all of which was recovered.

To Sheriff Fred. Recobs for the arrest and conviction of Joseph Spararo and Carmelo Macri, for arrest and conviction of Charles C. Walker, of the store of Kolter Bros., Beaumont, Tex., and conviction of Gonzales Najar, who was fined $5 and costs for sneak theft of a diamond ring valued at $75.

To Officer Schwegler and Officer Mench for the arrest and conviction of Harry Repp, who was fined $50; Landaw Bros., $720; H. Spira, $70; W. A. Foley & Co., Chicago Heights, Ill., to Alessof Bros., $140; Allesberg & Kleinman, $333; Henry Davidson, $114; S. Kaplan & Co., $210; Korones Bros., $320; Ignatz Neubel, $140; Aiken & Co., $120; to his present location.

Premier Diamond Co. Declares Dividend.
London, Jan. 6.—The directors of the Premier (Transvaal) Diamond Mining Co. Ltd., have declared a dividend on the deferred shares of $8, 9d. free of income tax.

The company has earned during the second quarter more than would enable it to pay a dividend of 10s., but the board has decided to further strengthen its cash reserves by declaring only 8s. 9d. —The African World.

Mrs. Valma Franklin Ater, wife of John S. Ater, a well-known jewelry merchant of Jackson, Miss., died Jan. 2, after a brief illness. She was a native of Aberdeen, where the body was interred.


Boston, Mass., Jan. 10.—Winfred D. Downs, of 23 Pearl St., Springfield, Mass., filed a voluntary petition in bankruptcy to-day in the United States District Court in this city. Liabilities are given as $10,129.08 and assets as $5,257. Included in the assets is a insurance policy for $1,500, stock in trade having an estimated value of $4,016, and tools, etc., valued at $500.

The principal creditors in the trade are: Smith Patterson Co., $802; Nelson H. Brown, $80; A. Frisch, $83; A. S. Hirsberg, $1,200; N. Hercules, $980; A. A. Lupien Co., $22; A. Paul & Co., $221; Daniel Pratt's Son, $240; I. Warshauer Co., $280; M. J. Averbach, $70; Aiken, Lambert Co., $11; R. A. Briedenback, $429; H. Boasburg Sons, Co., $1,000; Joseph T. Broughton, $50; Dreger & Mfg. Co., $83; A. H. Goetting, $105; Genesee Cut Glass Co., $60; International Silver Co., $201; Henry Lederer & Bro., $31; J. H. Miller & Co., $40; Meriden Jewelry Co., $295; Queen City Ring Mfg. Co., $302; Rockford Watch Co., $98; Strathmore Co., $44; Sundahl Jewelry Co., $103; Trembley Jewelery Co., $105; Henry Thorn, $186; Albert Walker Co., $1,300; White, Wile & Warner, $424, and J. R. Wood & Sons, $150.

Winfred D. Downs was formerly employed until 1910, when he began business on his own account at 476 Main St. In 1911 he moved to 138 State St., and on May 1, 1912, to his present location.


Detroit, Mich, Jan. 10.—William Laks, who bought out M. Povin at 414 Hastings St., last summer, has, through his attorneys, Crane, Welsh & Kahn, offered a settlement. He owes $3,800 and has assets of a book value of $1,226.65, which would probably sell for $800 to $900. A settlement of 20 per cent. is suggested in the attorneys' letter.

The action of the police in clearing out the vice district last November is given as 75 per cent. is suggested in the attorneys' letter.

Among the principal creditors are: Max Kuran, $910; Elassof Bros., $108; S. Eppler, $140; Allenberg & Kleinman, $203; H. R. Broughton, $211; S. Kaplan & Co., $210; Korones Bros., $320; Ignatz Neubel, $140; Aiken & Co., $120; to his present location.

Among the prominent creditors who signed the petition for involuntary bankruptcy are M. J. Averbach, $429; H. Spira, $70; $80; and Kanz & Rogers, $90. The amounts given above are approximate.


Philadelphia, Pa., Jan. 10.—Upon the application of creditors of Etta Rubenstein, the United States Bankruptcy Court in this city to-day took under consideration a petition of involuntary bankruptcy. The liabilities amount to nearly $2,000. Since an adjudication has not yet been made, the assets are still unknown. Etta Rubenstein traded as the National Outlet Co. She had stores at 44 N. 8th St. and 2560 N. Front St. The court appointed David Mandel, of Levi & Mandel, attorneys for the creditors, as receiver for the defunct concern.

Among the prominent creditors who signed the petition for involuntary bankruptcy are M. J. Averbach, $429; H. Spira, $70; S. P. Lachman, $80, and Kanz & Rogers, $90. The amounts given above are approximate.

Creditors Ask That William Miller, Chicago, Be Adjudged an involuntary Bankrupt.

Chicago, Jan. 9.—A petition in involuntary bankruptcy has been filed in the United States District Court here by eastern creditors against William Miller, who conducted a jewelry store at 3108 Lincoln Ave. The usual allegations as to insolvency are made. The assets are believed to be worth about $12,000, while the liabilities are reported at about $18,000.

Miller, who was educated as a watchmaker, commenced business for himself in Chicago in 1893, since which time he has conducted stores in several locations. In 1894 he transferred his business to his sister, and it was later run under the style of E. Miller and Co., when it was discontinued. After going away from Chicago for a couple of years Mr. Miller resumed business on 51st St. In 1899 he established a small manufacturing plant on Wabash Ave. under the style of the William Miller Jewelry Co. This he discontinued in April, 1910, and remained in the retail business, for a while running two stores in 51st St. and 43rd St. He sold the 43d St. store in the Fall of 1911 to Fred W. Rehder, and in about May, 1912, moved his remaining business to 3158 Lincoln Ave, where it has since remained.
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Fancy Diamonds 65 Nassau Street
Colored Stones New York

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PARIS
5, SQUARE DE L'OPÉRA
(Rue Boudreau)

THE HOUSE OF VALUES
HELBEIN, SCHWARZSTEIN, JR., & CO.
IMPORTERS & CUTTERS OF
DIAMONDS
CHICAGO
810 REPUBLIC BUILDING
110, STATE & ADAMS AVE.
ANTWERP
58 RUE DU PELICAN
BUREAU 86.

POWER & ALLAN, INC.
Cutters and Importers
DIAMONDS
and other precious stones
170 BROADWAY
2 MAIDEN LANE NEW YORK

ABR. M. VAN PRAAG
EXPERT
DIAMOND CUTTER
One of the Oldest and Most Experienced
Diamond Cutters in New York
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Brotherhood of Traveling Jewelers Holds Twenty-fourth Annual Meeting at New York and Elects Officers.

The 24th annual meeting of the Brotherhood of Traveling Jewelers was held Wednesday afternoon in the Silver-smiths building, 15 Maiden Lane, New York, at which time officers for the ensuing year were elected, other matters of importance to the organization discussed and routine business transacted.

The meeting was called to order by President I. L. Townsend at 2:30 p.m., and the minutes of the last regular meeting were read and approved. President Townsend then announced that ballots for officers and members of the executive committee for the ensuing year, which had already been voted, would be counted and he appointed tellers for this work. This is a departure from the procedure at previous annual meetings and avoided much of the delay caused by the time employed in voting. The candidates for election on the ballot were: President, I. L. Townsend and Herman C. Schwartz; vice-president, J. W. McClain; secretary-treasurer, A. L. Woodland; members of the executive committee, of which two were to be chosen, W. Irving Royce, Harry A. Bliss, D. B. Pickering and John C. Rindell.

The routine business of the meeting was then taken up and the secretary's report read and accepted. It showed that the present membership of the organization is 249. During the year 11 new members were elected, four had died and other vacancies were caused by resignations. The treasurer's report showed the organization to be in good financial condition, with $922 in the treasury at the present time.

The report of the executive committee was read by Harry Larter, the chairman. He opened his report by reading a speech written by President I. L. Townsend, but which was not delivered before the last annual meeting, at which time Mr. Townsend was elected president. He began his remarks by saying that he would prove that Mr. Townsend could make a speech, and the reading of the one which he presented certainly bore out his statement. He said that much work had been done during the year and that the committee had done everything in its power to render assistance whenever occasion arose. The report gave some details of the work during the year.

In conformance with the usual plan of the Brotherhood, the Memoriam List was read while all remained standing. During 1913 the following members of the organization died: R. H. Schley, V. L. Burgess, P. E. Delano and Rodman B. Carr.

Mathias Stratton next read the Brotherhood Creed and this was followed by a letter read by Mr. Larter which was directed to W. C. Nellis, a member of the Brotherhood, who is in a precarious condition at his home in Montclair, N. J. The letter was ordered sent by special delivery to Mr. Nellis. It carried the regrets of the members at the inability of Mr. Nellis to attend the meeting and contained assurances of their regard for him. Mr. Nellis has suffered greatly of late and only recently was subjected to an operation which necessitated the removal of one of his eyes. The sight from the other one is also destroyed and Mr. Larter reported that he is at home patiently bearing his sufferings with remarkable strength of character. Those who visited him, said Mr. Larter, have returned with a saddened heart.

Verses by Col. John L. Shepherd on "Friendship" were read by John W. Sherwood, and it was voted that the poem be recorded on the minutes of the meeting. There was then a short discussion regarding the non-payment of an insurance policy issued to the late Rodman Carr by an agency in St. Louis, and the executive committee of the Brotherhood will investigate the situation.

At this point of the proceedings President Townsend said that Mr. Kaas, President of the Traveling Jewelers' Association, the auxiliary to the Brotherhood, wished to talk for a few minutes and he was then given the floor. Mr. Kaas called attention to the fact that every member of the Brotherhood was entitled to membership in the auxiliary and he urged that more members join. He outlined the benefits and called attention to the fact that the larger the number in the auxiliary the greater would be the amount of benefit which could be paid. President Townsend also talked regarding the auxiliary for a few moments.

A short recess was then taken until the tellers completed their work, when the meeting was again called to order to learn the result of the vote, which was as follows: President, I. L. Townsend (re-elected); vice-president, J. W. McClain; secretary-treasurer, A. L. Woodland (re-elected); members of the executive committee, W. Irving Royce and D. B. Pickering. The announcement of the result of the election was followed by short speeches by the president, vice-president, secretary-treasurer and the newly elected members of the executive committee.

Harry Larter brought before the meeting, for the purpose of discussion, the proposition of increasing the membership from 250 to 300 and explained that this could only be done by amending the by-laws and that no definite action could be taken at the meeting. President Townsend thought it would be better to make the limit 350, or an increase of 100, since, as he pointed out, the last time the membership limit was increased the full quota was filled within a short time. Mr. Larter opposed this proposition, arguing that a flourishing organization was one where there were always names on the waiting list, and he did not think it advisable to advance the membership limit by more than 50 at a time. The matter was finally put to a vote and it was decided that an amendment be made to the by-laws providing for the increase of 50 members.

Just before the meeting adjourned, votes of thanks were given to the retiring officers and to the managers of the Silver-smiths' building for the use of the room.

New Enterprises.

Bert McCarthy has opened a new jewelry store at Miami, Fla.

Moses Karsh has opened a store at 3141a Centro St., Boston, Mass.

The Tango Variety Co. is the name of a new concern which will engage in business in New York.

Weinstein & Marcus is a new firm which has started in the retail business at 402 Main St., Nashville, Tenn.

W. Forstner has started in business at 162 Clifford St., Providence, R. I., under the style of W. Forstner & Co. to manufacture chains.

The Weintraub Mfg. Co. is the name of a new concern incorporated in Albany, N. Y., to engage in the general jewelry business in Brooklyn, N. Y., with a capital of $5,000.

The Premier Jewelry Co., Inc., is a new concern which will engage in manufacturing and dealing in jewelry and novelties in New York with a capital of $10,000.

The Foxboro Co., Foxboro, Mass., has been incorporated under the laws of Massachusetts to manufacture clocks and measuring instruments with a capital of $35,000.

Julius J. Jacoby, Inc., is the name of a new firm which has been organized to manufacture and sell belts, bags, shell goods and jewelry in Providence, R. I., with a capital of $5,000.

William Abraham, Inc., is the name of a concern which has taken up the business of incorporation at Albany, N. Y., to engage in the jewelry business in New York city, with a capital of $1,000.

The latest addition to the list of manufacturing jewelers in Memphis, Tenn., is the firm of Schulten & Dewar, 8 S. Main St., both of whom were formerly connected with Geo. R. Lechler.
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Salesmen Must Not Sell Merchandise Carried as Baggage.

Manufacturers and wholesalers throughout the jewelry trade have recently been notified by a committee of their trade organizations that for the present at least traveling salesmen should not sell stock which has been checked as samples, and that they must comply with the ruling of the Interstate Commerce Commission handed down last October, declaring the sale of articles checked as sample baggage to be illegal. The committee is working hard to obtain relief from this situation both from the railroads and the Interstate Commerce Commission, and it is probable that this relief will be obtained in the very near future.

In the meantime a traveler may take orders by sample or sell such articles as have been shipped to him by mail or express.

The announcement which was mailed yesterday on the letter head of the Jewelers' Protective Union reads as follows:

January 6, 1914.

To the Jewelry Trade:

As you are doubtless aware, in August last the commission in charge of the Interstate Commerce Commission passed a ruling on the matter of the so-called "Sample baggage." The ruling can be summarized as follows:

"Sample baggage consists of samples of merchandise brought by commercial travelers with the view of enabling them to make sales of goods similar to the samples carried, and not for sale or free distribution, by the owner or owners, their branch houses, customers or others."

and had been interpreted as prohibiting the traveling jewelry salesman from selling and delivering to his customers goods from his trunk checked as baggage.

Those organizations of the trade whose names are appended hereto, recognizing the vital interest the manufacturers of and wholesale and retail jewelers of the entire country have in the matter, appointed a joint committee which has been endeavoring to obtain some relief from what all jewelers believe would be a great hardship and a serious detriment to the proper conduct of their business.

The committee begs to inform you that it is advisable as long as the definition of "sample baggage" is restricted to articles not for sale or distribution it is illegal to make delivery of goods from trunks checked as baggage.

The committee has made every effort to obtain relief from the railroads, but it is convinced that no relief can be obtained from them and that a formal petition to the Interstate Commerce Commission must be made.

In view of the unfortunate situation regarding the present defects of the tariff mentioned, the committee recommend strict compliance with the present ruling of the Commission until by proper action the tariffs are changed.

For your further information we will add that on Oct. 7, 1913, the Interstate Commerce Commission in response to inquiries ruled as follows:

"When carriers' tariffs provide for checking of sample baggage and define sample baggage as that carried for display and not for distribution or sale, it is not lawful to distribute or sell articles contained in baggage so checked at any point to which it has been so transported. Such articles may lawfully be distributed or sold at any point to which they are shipped as mail, freight or express, and they may lawfully be so shipped from a point to which they have been checked as baggage for use as samples or for display." That is to say, a salesman may deliver goods from his trunk when it is sent by express or other means by checking it as baggage from town to town.

He may sell goods from his trunk which he has checked as sample baggage, but he must either send the goods to his home office to be sent from there by registered mail or express to the customer or he must replace them in his trunk, take them to another town and ship them back to his customer by registered mail or express except he cannot send them as baggage.

There is no law or ruling which prohibits a salesman from immediately delivering goods which he has carried into car in his dress suit case, grip or telescope, as hand baggage. The tariffs and the rulings of the Interstate Commerce Commission only apply to goods in trunks checked as baggage.

Yours truly,

D. G. FESSENDEN

The following was inclosed:

[Letter]

[Inclosure]

[Letter]

[Inclosure]

[Letter]

[Inclosure]

The trouble lies wholly with the railroad companies, which provide for the free transportation of baggage and samples, and for nothing else. These tariffs when filed with the Interstate Commerce Commission must not be deviated from, and the question arose as to the status of goods shipped as samples by a traveler and later sold by him.

The question of the legality of the sale of samples by travelers whose trunks have not been carried free but were paid for as excess baggage. The petition for a change in the railroad tariffs will be signed by representatives of all the organizations in the manufacturing and wholesale jewelry trade, though it may be a week or more before it can be perfected and sent to Washington.

The committee is working hard to obtain relief from the railroads, but it is convinced that no relief can be obtained from them and that a formal petition to the Interstate Commerce Commission must be made.

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were apparently willing that the practice of the jewelry travelers continue, but unwilling to take any steps to officially legalize it.

The Interstate Commerce Commission was aware of the situation, but had made no ruling on the subject, pending the adjustment between the jewelry companies and the railroad companies. Unfortunately, an agitation was started last Spring on the subject of legality of the practice in the jewelry and other trades, on the mistaken belief that the Interstate Commerce Commission had rendered a ruling that the practice of selling goods from trunks was illegal, whereas the matter had only been touched upon lightly and no official ruling had been made. Members of this and other trades were asked to request the commission for a modification of the ruling, with the result that the Interstate Commerce Commission was hurried with letters from all over the country asking for a ruling on the legality of sales from travelers' trunks. As a result, thousands of inquiries of this kind were received and, in order to permit the secretary to answer the same, the commission in October handed down the ruling noted in the letter above, which was published in full in The Jewelers' Circular Oct. 22.

Representatives of the jewelry trade who interviewed the members of the commission were given to understand that no drastic action would be taken and that the trade would have an opportunity to adjust itself until some arrangement could be made with the railroad companies. It was hoped that some arrangement could be made before the first part of January, or at least in time for manufacturers to know their rights before the travelers went on the road, and Chairman Fessenden, of the committee, took up the matter on the railroad, with the result previously noted. It is thought in some circles that though the railroads will formally oppose the modifications made to the railroad tariffs, the opposition on their part will not be strenuous.

The amendment to the ruling of Oct. 7 asked for by the jewelers is in the form of a request to the commission to give an additional 10 days to those who have their requests made in writing, and to consider the action as a violation of the Interstate Commerce Law for a traveler to sell and deliver goods which have been transported as baggage but which have been paid for, according to the tariff, at the excess baggage rate and have not been transported free. Also a ruling as to the legality of sales where goods are shipped under clauses other than those which cover sample baggage.

It is hoped that this agitation will practically result in a suspension of the ruling of Oct. 7 until the entire matter has been cleared up.

A fire which broke out about 8 o'clock on the evening of Jan. 10 in the basement of the store of H. J. Davidson's Sons, 471 Main St., Springfield, Mass., threatened for a time to assume serious proportions. It is thought that the fire was started by the fact that a large bunch of rubbish was near a hot furnace fire. The fire ate its way up under the stairway and extended rapidly into a partition between the store and a fruit store next door.

Creditors Put William Froelich, New York, Into Bankruptcy, but Fail to Agree on a Settlement.

Shortly after filing a petition in bankruptcy against William Froelich, a manufacturing jeweler, 54 Maiden Lane, New York, two meetings of creditors were held during the past week for the purpose of trying to reach an agreement on a settlement. After hearing Mr. Froelich's propositions, all of which proved unsatisfactory to the creditors, it was agreed to let the estate go through the regular bankrupcy channels.

At the first meeting, which was held last Friday at the office of Paskus, Cohen & Gordon, 2 Rector St., an offer of 25 cents on the dollar was made, which in turn was refused by the creditors. The liabilities, it was stated by the alleged bankrupt at this meeting, were about $220,000, with assets aggregating about $11,000, exclusive of a debt disputed by the creditors of $9,500, claimed by the alleged bankrupt to be due to a relative.

At the second meeting, which was held last Monday at the office of Mr. Froelich made another offer of 35 cents on the dollar, but this proposition was also refused by the creditors. An itemized statement, which was compiled by the National Jewelers' Board of Trade, of the jewelry travelers continue, but unfortun-
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January 14, 1914.

The Jewelers' Circular-Weekly


to starting in business on his own account, in 1909, he had been employed by Manasseh Levy & Co., the Western Watch Case Co. and Marcus & Co.

Poor business and a number of bad accounts were attributed by Mr. Froelich, when interviewed by a Jewelers' Circular reporter, as the cause of his bankruptcy.

Frize Winners in Show Window Competition Arranged by Silver House Receive Over $100

Announcements were made last week of the distribution of cash prizes aggregating over $400 to retail jewelers who participated in the prize competition arranged by the Alvin Mfg. Co. for the best window display made with full-page advertisements which appeared in women's magazines for October and November, the jeweler to show the "girl" appearing in the advertisement seated at a table with a service of Alvin plated ware arranged before her. Over a thousand jewelers made a Thanksgiving or a Christmas display, using the "cut out" of the girl for advertising to women and to these 19 cash prizes running from $10 to $100 have been awarded.

The first prize of $100 went to Graham & Vincent, 621 Second Ave., New York, who made a beautiful Christmas display in which "Miss Alvin," as the figure of the girl was called, played a prominent part among gifts and dinner favors, evergreens with cones, holly and mistletoe. The second prize of $50 went to H. E. Adams, Tampa, Fla., who submitted for $25 each to H. C. Tall, Kalamazoo, Mich., and Harvey Fritz, Oil City, Pa.; five prizes of $20 each to F. A. Hannis, York, Neb.; Arthur Threadgill, Marlinton, Tex.; Hagy & McChesney, Abingdon, Va.; W. S. Jennings, Sterling, Ill.; F. L. Davis, Philadelphia, Pa., and the 10 prizes of $10 each to John P. Hess, Fond du Lac, Wis.; Newborn Jewelry Co., Kinston, N. C.; F. A. Hannis & Partner & Sterwalt, Fremont, O.; J. M. R. Hanson, Toledo, Ia.; John M. Taft, Campello, Mass.; J. A. Lewis, Pittston, Pa.; E. A. Elder, Hebron, Neb.; P. B. Pounds, Kincannon, Elyria, Co., Tupelo, Miss.; F. L. Shroeder, E. Woehr, Hartford, Conn.; F. L. Shroeder, East St. Louis, Ill.

Some of these contestants submitted very original ideas. F. L. Davis, Philadelphia, Pa., used two cut-outs and made a restaurant scene. Mr. Hanson, Toledo, Ia., showed a group of "kewpies" throwing snowballs which formed the word "Alvin" on the glass. Mr. Threadgill, Marlinton, Tex., used flat ware to spell out the Alvin name in two places in the window. All of the winning windows made good displays.

Death of Wallace B. Wilcox.

Utica, N. Y., Jan. 13.—Wallace B. Wilcox, one of Utica's leading jewelers, had most prominent merchants, died at noon to-day. Death was due to a complication of troubles, but was unexpected, as Mr. Wilcox had been able to be about until recently and was preparing to go south for the Winter.

Mr. Wilcox's store was at 30 Genesee St. He is survived by a widow and one daughter.

E. S. Hilton, New Glarus, Wis., has been succeeded by Scott Hilton.
DANGEROUS "Window Smasher" Captured While Attempting to Rob a Cincinnati Jewelry Store.

CINCINNATI, O., Jan. 12.—The show window of Greenwald's Jewelry Store, Vine St. and McMicken Ave., was broken in a daring attempt at robbery Saturday afternoon by Patrick Toca, 19, known to the police as "Gospel Pat," who confessed when taken that he had robbed the Kaelin jewelry store, Vine St. and McMicken Ave., Christmas week, and the jewelry house of David Eaffy in the Colonial Arcade.

While crowds were passing Greenwald's store Toca chose a time when he thought the rumble of passing wagons would drown the noise of the falling glass and the fact of his having broken the window. He was first seen on the street by George Stevens, a driver of the Cincinnati Omnibus Co., who saw the man running and as he passed caught him around the waist. Dolph was on the man in an instant and pinned him to the pavement. Beck recovered the diamonds and an inventory showed that nothing was missing.

"Well, you got me at last. Better men than me have been caught and I expected it some time," he remarked when captured.

Toca still holds in his hand a double diamond ring with a price tag of $800 and two tags of $407 and $1,200, the rings of which had fallen to the ground. His hand was bleeding profusely.

He was first taken to the city hospital, where the wounds from the jagged glass were dressed and on his left hand, across the knuckles, were found three deep scars which he confessed were souvenirs of the Kaelin robbery. He said that he had remained, after that robbery, at 235 Ludlow St. for a week and treated the cuts so that they would not betray him if he should venture on the street. The jewelry, valued at $1,200, which he took from the Kaelin store, and that from the Cleveland robbery, and in October, he took to New York and peddled in the stores on the Bowery.

In Cleveland he secured 36 rings, three gold watches, a diamond brooch and a diamond studded bracelet.

Cleveland detectives had sent broadcast a picture and description of the thief, and the detectives recognized him as the same.

He said he had not been back in Cincinnati long after selling the jewelry in New York when he decided to loot another store. Greenwald's was chosen both because of the rich display and the fact that there was no iron bars in front of the glass. Before throwing the cotton wrapped brick Toca made a circular scratch on the window with a glass cutter and was seen doing so by pedestrians, but he did the whole act with such swiftness that no one could forestall him.

Toca was held at the Central Police Station on "suspicion," that bond might not be furnished him until he had been more fully questioned. He seemed very composed.

A despatch from Cleveland, O., states that Patrick Toca is wanted there on the charges of robbing David Eaffy's store, 5 Colonial Arcade, of $1,200 worth of diamonds by throwing a stone through the window.

Toca first appears on police record Jan. 8, 1913, when he robbed the market restaurant, 637 Woodland Ave. He was arrested March 31 and sentenced to the Mansfield Reformatory, and immediately after his release robbed the Eaffy store. He is also suspected of the murder of L. Rothenberg, dry goods man, who was killed by robbers in his store last February, and was arrested at the time, but evidence was not sufficient to convict him.

Annual Meeting of Manufacturing and Sales Force of R. Wallace & Sons Mfg. Co., Wallingford, Conn., a Big Success.

WALLINGFORD, Conn., Jan. 9.—The annual meeting of the manufacturing and sales forces of the R. Wallace & Sons Mfg. Co. was held Tuesday and Wednesday of last week at the factory of the firm here. The meeting, which featured the appearance at the Wallace plant, proved to be one of the most successful and instructive gatherings ever held.

After discussing and reviewing many important points and plans which first see the light of day at these meetings, and after hearing most encouraging reports of the business completed during 1913, which proved a banner year in the history of this firm, the meeting came to a close with the yearly banquet and social gathering on Wednesday evening at Oakdale Tavern, where elaborate preparations had been made for the occasion. Here a most excellent menu was discussed.

These annual meetings have proved invaluable to the Wallace organization. Through them the several departments of a firm manufacturing many lines are kept in close touch with one another, with widely separated branches manufacturing and with trade conditions in various parts of the country.

In them has been found a means of keeping the producing and selling ends of the business working in harmony toward definite ends, thus going a long way toward insuring absence of friction or misunderstanding between these two important branches, and making for better service to customers as well as for greater efficiency within the organization itself.

Among those present, together with heads of various departments and executives, numbering about 49 in all, were: J. G. Mason, manager, and Messrs. Miles and KAFFKA, from the New York office; Robert W. Morris, manager, and Messrs. Nickolas, Barker, Wallace, HOFER, CHRISTIANSON, LAIBLIN and Andrews, from the Chicago office; CHAS. E. Hodges and KENNETH F. KAST, from the Philadelphia office; Messers. HANSEN and STOCKLAM, from the southern territory; Messrs. REICH, JOHNSTON, MILES and GRANFIELD, from the eastern territory, and JOS. R. RIBBE, South American representative.

Schedules in bankruptcy were filed in the United States District Court, New York, last Monday by Edward Madow, a retail jeweler at 115 Avenue A, Manhattan, who on Dec. 31, 1913, was adjudicated a bankrupt. The schedules show liabilities of $5,551, consisting of $5,151 in unsecured claims and $400 in secured claims. The nominal assets aggregate $5,525, consisting of, promissory notes, $800; stock in trade, $1,900; tools, machinery, etc, $700; debts due on open account, $2,500, and property claimed to be expected, $235.

Among the largest unsecured creditors are: B. Skolkin, $100; Samuel Serman, $272; A. Suderov, $361; Machof & Greenbaum, $359; B. Rubinstein, $353; J. Pomeranz, $109; A. J. Hirsch, $338; Fronn & Stuhlinger, $109; Goldberg & Sagman, $903; COHEN & Sons, $185; Abraham Wolder, $300; Simon Siro, $150; Manhattan Jewelry Co., $100; Samadovitz & Zimmerman, $415; COWEN & CO. and property of M. Kamara, $54; J. Gottlieb, $119; M. Wolenisky, $60; H. Baum, $931; Samuel Gordon, $109; Christian Fertler & Co., $190; Rosenberg Bros., $190; Bootstrap, $190; ROSENBERG, $145; Keystone Jewelry Co., $115; Goldstein & Kriwitzky, $75; A. GROSSBERG, $65, and Herman Slavitt, $53.

Edward Madow is a watchmaker and was originally employed by A. Grossberg, 179 Norfolk St., New York. In June, 1909, he bought the fixtures in the store of Sol Lachmann and started business on his own account. On Jan. 17, 1914, he petitioned into bankruptcy, but later settled with his creditors and was given his discharge, after which he again started in business.

Edward Madow, New York, Files Schedules in Bankruptcy Showing Liabilities of $5,551 and Nominal Assets of $5,525.

Sudden Death of Louis Hirshowitz, Wilkes-Barre, Pa., Jan. 10.—Louis Hirshowitz, aged 42, a well-known S. Main St. jeweler, dropped dead at his home, 405 S. River St., yesterday, and his funeral will be held to-morrow afternoon. Mr. Hirshowitz had just finished a hearty meal and was talking with his wife, preparatory to returning to his store, when he collapsed and fell to the floor, death ensuing before medical aid could be secured. Apoplexy is believed to have been the cause of his death.

Mr. Hirshowitz's sudden death casts a gloom in his wide circle of friends, and while few knew that he had been complain- ing, he had told Mrs. Hirshowitz that he had pains across the chest which grew more acute yesterday. They did not pre- vent him from work and Mr. Hirshowitz did not become alarmed.

Mr. Hirshowitz had been engaged in the jewelry business in Wilkes-Barre, Pa., the past 12 years, coming to this city from Nokesville, Pa., where he had been engaged in business for about 10 years. He was born in Prussia.

Mr. Hirshowitz leaves his wife and four children, Beatrice, Robert, Harry and Bernard Hirshowitz, and one brother, Moses Hirshowitz, of Wilkes-Barre, and two sisters in Europe.
The model is almost similar in design to the super-dreadnoughts *Arkansas* and *Wyoming* only the model is equipped with three guns to a turret instead of two. The model is also equipped with eight torpedo tubes. The turrets are so arranged that three guns to a turret instead of two. The same spot at once and fired, or can be made it plain that at last young Orkin has the fact that an array of guns boom for fully three minutes and tiny sailors actually pace the upper and lower decks. Then the band appears on the deck and the marines and sailors which were especially cast in Germany and during it professional entertainers were most enthusiastically received. And during the event would not withstand the shock. After spending some time in Buffalo, N. Y., Mr. Slager returned to his home a few weeks ago. His condition steadily grew worse, and members of the family were advised that death was only a matter of a short time.

Maurice H. Slager was born in Jacksonville, N. C., Nov. 6, 1871, where he received his education. He was the son of Julius and Rachel Slager. His father commenced the business now known as Hess & Slager in 1870. He died in 1894.

The deceased was prominent in the civic life of the city, having held several offices, including that of President of the City Council.

Mr. Slager was prominent in fraternal circles, having been a member of Jacksonville Lodge No. 221, B. P. O. Elks; S. S. Davis Lodge No. 15, Knights of Pythias; Ionic Lodge No. 191, F. & A. M.; all Scottish Rite bodies, Morocco Temple, A. O. O. N. M. S.; Woodmen of the World, besides being one of the trustees of the Jewish temple.

Cincinnati Wholesale Jewelers' and Manufacturers' Association Holds Successful Annual Banquet.

Cincinnati, O., Jan. 12.—The Cincinnati Wholesale Jewelers and Manufacturers' Association held its annual banquet and ball at the Sinton Hotel last Saturday night. It was the most successful event ever given by the association. The weather man tried to outdo himself and furnished a crisp, moonlight night. The orchestra was superb and the Sinton ballroom was never more beautifully filled. The banquet was served at small tables, and during it professional entertainers amused the guests. A couple of tango dancers were most enthusiastically received.

Each woman was presented with a corsage bouquet of silk and satin violets in a miniature bandbox covered with gold and flowered paper, and each man received a fancy hat. The menu cards were in the shape of a hand mirror, with the handle and design around the edges of the card printed in silver, and after the name of each dish a couplet appropriate to some person or condition understood by the jewelers.

The liabilities are placed at $20,000, with assets of about $10,000, according to the petition. Rosenberg, it is alleged, recently made preferential payments to the amount of $2,000.
Prestige and Profits

Gorham Silverware builds profits and prestige at the same time. And it builds them especially for the jeweler. Gorham Silverware is never sold to department stores. It is offered only in distinctive jewelers’ stores.

The Gorham national advertising sends new customers to your store. Linking your store name to the Gorham Trademark adds to your prestige. People naturally look on a Gorham Silverware store as a store of distinctive quality.

Prestige is to be preferred always to immediate profit, but Gorham Silverware brings you both.

The Gorham Co.

Silversmiths and Goldsmiths
Fifth Avenue and 36th Street, New York

Branches:

NEW YORK: 15, 17, 19 Maiden Lane. SAN FRANCISCO, 140 Geary Street

WORKS:

PROVIDENCE AND NEW YORK

Gorham Silver Polish — The Best for Cleaning Silver
Gathering Statistics for years there has been distinct interest shown by jewelers as well as dealers and collectors of gems in the work of the Geological Survey covered by the chapter on the production of precious stones, issued once each year as a part of the volume, "Mineral Resources of the United States." This report increases as the years go on, as attention is more and more paid to the gem minerals and the so-called semi-precious stones, which are often treated very fully in this work.

For this report to be at all complete and accurate, it is necessary that the Survey have the cooperation of those who mine and handle gems and precious minerals, and that every facility for gaining information as to the production of precious stones in the United States be given to the officials collecting this data. For this reason the jewelry and gem trade, as well as the gem miners, have been sent circulars by the United States Geological Survey, requesting their assistance in correcting the information, and it is hoped that each gem mine, operator, lapidary and dealer will cooperate in this work by furnishing the quantity that he has handled during the year of 1913. For facility in giving this information, the full list of stones, grouped under their mineralogical head, is appended to the circular, with space beside each in which the recipient can state the quantity found and value, or any information which he thinks the Survey would like to receive.

We feel sure that the gem and lapidary trades will respond promptly and fully to the inquiries made and do what they can to encourage a work that has long proved valuable as well as interesting to our industry.

Commercial Failures in the Past Year.

FAILURES were large and liabilities heavy throughout commercial lines during the year 1913, according to the statistics compiled by R. G. Dun & Co., they were not only above those of the previous year but were above normal. Therefore, it is pleasing to report that the statistics of the same authority for the jewelry and clock trade show the failures and liabilities last year numbered 4,243, as compared with 4,452 failures in 1912, when the liabilities reached $91,779,965 in the previous year.

The statistics for the jewelry and clock trades are given separately in a special table of failures by branches of business published Saturday in Dun's Review. This showed 322 insolencies during 1913, with liabilities of $3,749,296, an average of 11.64%, while the same table shows 385 failures during 1912, with liabilities of $4,089,516. The three previous years showed in the same table gave the failures as 296 in 1911, 242 in 1910 and 263 in 1909, and the liabilities for these years were respectively $3,570,128, $3,271,450 and $2,631,654.

Honest and Dishonest Bankrupts. The honest merchant suffers through the acts of a dishonest bankrupt is a subject on which much has been written in the past and much more may be written in the future, as the conditions arising from dishonest bankruptcy are constantly annoying merchants in all lines of indebtedness, all sections of the country and will continue to do so long as the honest merchant's interests are forgotten by creditors who are willing to compromise with crooks.

Insolvent merchants are constantly being cited where in the prosperity of merchants who have always paid their debts in full have been seriously hampered by the actions of the honest debtors who, after secreting their assets, have been in it. It is the realization of such conditions that is making the honest, progressive retail jeweler co-operate with the great credit associations in the trade in purging our industry of those who are not morally fit to be in it.
There is no effect without a cause, and there's a reason for all things.

There must be reasons—good reasons—behind the big increase in our diamond business during the past year.

To state them briefly—

1—We Buy Carefully
2—We Never Misrepresent Our Goods
3—Our Prices Are Always Right

To be sure other elements have entered into our success. It has been our policy of late to handle only goods of superior quality. It is the better grade of stones that the public is demanding. Then, too, our long acquaintance with the diamond markets of Europe has enabled us to buy stones at the right time and at the right price. Just recently we purchased a very large original series of loose diamonds, perfect and commercially perfect.

BLUE WESSELTON
AMERICAN CUT

Now is the time for you to buy. Send for an approval package and compare our goods in price, color and cutting with what you can obtain elsewhere.
New York Notes.

Solle Wolfson, of Naigles & Wolfson, 68 Nassau St., sailed on the La France recently to visit the European diamond markets.

Sidney J. Diamant has joined the traveling force of Henry Baschkopf, 17 Maiden Lane. He was formerly a western representative for Borrelli & Vitelli.

I. Wolf, formerly located at 118 Bowery, has discontinued business at that address. Mr. Wolf will still continue his importing business at 65 Nassau St.

Mark A. Cohen, formerly with H. F. Hahn & Co., Chicago, is now connected with R. & J. Dreyfus, 80 Maiden Lane. He will represent the Dreyfus concern over the same territory.

N. L. Rogers, jewelry auctioneer, 14 Maiden Lane, has just completed a successful sale for Fred E. Vaisiaere & Co., Rome, Ga. On Saturday he started a sale for Charles F. McCombs, 143 N. Main St., Marion, O.

A. Shapiro, 1547 First Ave., starts Friday for Lakewood, N. J., where he will spend 10 days. Mr. Shapiro has fully recovered from an operation which he underwent about a year ago and which was regarded as a most difficult surgical feat.

Athos D. Leveridge, with Eduard von Damm, turned last week from a wedding trip to Bennington. Mr. Leveridge was married Dec. 21 at the Hotel Astor to Miss Therese Spitzer and is now living with his bride at Edgewater Heights, on the crest of the Palisades.

Henry Agate, who has been with the Bonner Mfg. Co., 87 Maiden Lane, for three years, has been admitted to the concern. Thomas Leahy, formerly with A. J. Rosenkamp, Newark, N. J., has been engaged as a traveling salesman. He will cover southern territory.

Sylvan Wolfsheim, son of L. Wolfsheim, of Wolfsheim & Sachs, 35 Maiden Lane, who is covering the middle west for the concern, is now on his initial trip. He left this city on Jan. 4, and expects to be away about six weeks. He is visiting jewelers in the larger cities.

James Vincent Rockwell, for the past 40 years employed by Tiffany & Co., died last week at his home, 225 Edgecomb Ave. Mr. Rockwell was born in Connecticut 78 years ago. He was considered an expert on diamonds and silverware. Deceased is survived by a widow and two daughters.

A. Harris, who was formerly a member of the firm of Harris & Schustler, which dissolved Jan. 1, has started in business for himself at 21 Maiden Lane under the firm name of A. Harris & Co. B. Kaufmann, formerly in the employ of Harris & Schustler, is now connected with Mr. Harris in the business.

The will of the late Isaac W. Friedman, senior member of the firm of I. W. Friedman & Co., diamond dealers at 170 Broadway, who died Dec. 24, 1913, was filed last week in the United States District Court by Michael M. Goldberg, who on Jan. 6, 1913, was duly adjudged a bankrupt. A hearing in the case will be held on Monday, Feb. 9, 1914, at 10.30 a.m., in the United States District Court in this city.

Nessler & Co., Inc., have taken out papers of incorporation at Albany, N. Y., to manufacture cases, trays and boxes for jewelry and silverware, with a capital of $10,000. The incorporators are: Louis D. Nessler and Herbert Nessler, both of 184 Chester St., Mount Vernon, N. Y., and Philip C. Stone, 299 Broadway, New York.

William Abrahams, Inc., is the name of a concern which has filed incorporation papers at Albany, N. Y., to engage in the jewelry business in New York. The capital is $1,000, and the incorporators are: William Abrahams and Henry L. Abrahams, both of 62 Stanton St., and Morris Halle, 403 E. 8th St., all of New York.

The Premier Jewelry Co., Inc., is the name of a concern which has taken out papers of incorporation at Albany, N. Y., to manufacture and deal in jewelry novelties, with a capital of $10,000. The incorporators are: Marx Finestone, 161 Grand St., New York; John F. Forrester and Max H. Hirschberg, both of 346 Broadway, New York.

Jacob Bergman, father of James Bergman, 37 Maiden Lane, and Sol. Bergman, Omaha, Neb., died at his home, 1125 Lexington Ave., last Thursday. The funeral was held from Temple Beth-El, Dr. Schulman officiating. The interment was in New Union Hills Cemetery. Mr. Bergman was not connected with the jewelry trade.

The Tango Variety Co., Inc., is the name of a concern which has been incorporated at Albany, N. Y., to engage in business in this city as a dealer in jewelry, novelties, ladies' goods, etc. The capital is $1,000. The incorporators are Sol. Young and Minnie Young, of 600 W. 116th St., and Arthur Gogel and Clara Gogel, both of 87 Nassau St.

John Williams, who many years ago achieved fame with Tiffany & Co. for his artistic designs in metals, recently at his home on Tanglewood Ave., Bronxville, N. Y. Mr. Williams, who was 72 years old at the time of his death, was born in Ireland. After severing his connections with Tiffany & Co. he went in business on his own account. He was a pioneer in this country in artistic metal work and he executed many important designs in bronze and brass.

William Payne, for the past 38 years connected with the Gorham Co., Fifth Ave., and 30th St., as a salesman in the retail department, died Tuesday of last week at his home, 147 W. 105th St. Funeral services were held last Thursday at St. Michael's Church, with Rev. Dr. John Peters officiating. Mr. Payne was born in London in 1838. At the age of 21 he came to this country, when he became identified with the Gimbreed & Son Co. In 1861 he became head of the art department of Ball, Black & Co., at Prince St. and Broadway. Later he was with Le Bontillier & Co., and in 1880 went with the Gorham Co., in whose employ he stayed until his death. Mr. Payne, with the late Bayley Beck, founded the Apollo Club, a Brooklyn singing society. Deceased is survived by a widow and one son, W. A. Payne.

A warrant for the arrest of Leon Reinhart, a jewelry salesman, was issued in Chicago last week by Judge Mahoney, charging grand larceny, and the police of the principal cities have been notified to be on the lookout for the missing man. It is alleged that Reinhart has in his possession diamonds valued at between $5,000 and $10,000. According to reports received in New York, Reinhart was a representative of L. Strasburger's Son & Co., 341 Fifth Ave., but this was denied at the concern's offices. A member of the house stated that a quantity of jewelry had been turned over to Reinhart on memorandum which had not been accounted for, but the missing man was never a representative of the house and had only been given the merchandise on the recommendations which were furnished. Chicago detectives have

(New York Notes continued on page 83.)
Fidelity Trust Company
CHAMBERS STREET AND WEST BROADWAY, NEW YORK
Member of the New York Clearing House
INTEREST PAID ON DEPOSITS SUBJECT TO CHECK
YOUR ACCOUNT INVITED
Safe Deposit Boxes $5.00 Per Year and Up

SAMUEL S. CONOVER, President
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STEPHEN L. YEELE, Asst. Secretary
ARTHUR W. MELLEN, Asst Secretary and Trust Officer

Capital and Surplus - $2,000,000.00
Total Resources Over - 10,000,000.00

The Authorized Safe Deposit Company of the Jewelry Trade
Our Vaults are accessible
Day and Night - - Sundays and Holidays
and contain compartments suitable for the reception and safekeeping of valuable Telescopes and Trunks. We extend to you a cordial invitation to inspect our premises, and assure you of the best services for the conduct of your business, such as display of samples, making appointments, receiving telephone messages, etc.

Desks at low yearly rentals.
New Maiden Lane Safe Deposit Co.
170 Broadway, Cor. Maiden Lane, New York

The Market and Fulton National Bank of New York
ORGANIZED 1852
CAPITAL, $1,000,000
SURPLUS, $1,900,000
PROGRESSIVE—CONSERVATIVE—SUCCESSFUL
Invites the Accounts of Jewelers
Will extend every facility that good banking will justify
SAFE DEPOSIT VAULTS
New York Notes.
(Continued from page 81.)

been put upon the case and are now trying to locate Reinhard.

Mr. Louis N. Levy, of Whitelaw Bros., 49 John St., will leave this city shortly for the south and the Coast in the interest of his firm.

Theodore J. L. Bennett, local sales manager of the Illinois Watch Case Co., 15 Maiden Lane, returned to this city last Monday after a few days stay at the factory.

The eighth annual theater party and banquet of the 14-Karat Club of New York will be held at Murray's Restaurant, 228 W. 42nd St., Saturday evening, Jan. 17.

There is on exhibition at the establishment of Black, Star & Frost, 504 Fifth Ave., a diamond weighing nearly 150 carats that is absolutely free from imperfections and possesses a remarkable color and brilliancy. A meeting of creditors of Herman Schotland, a dealer in jewelry at 1876 Third Ave., who was on Dec. 18, 1913, adjudicated a bankrupt, will be held Jan. 27, at 10.30 A.M., at the office of John J. Townsend, referee in bankruptcy, 45 Cedar St.

Mr. George F. Kunz, of Tiffany & Co., returned to this city recently from Albany, N.Y., where he attended the installation ceremonies of Dr. John Houston Finley as president of the University of the State of New York and as Commissioner of Education.

The regular monthly meeting of the Watchmakers' and Jewellors' Benevolent Association was held last Sunday evening at the association's headquarters, 312 W. 110th St. Regular business of the organization was disposed of and numerous other matters were acted upon.

Thomas B. Campbell & Co., cut glass manufacturers of Brooklyn, have opened a Manhattan office in Room 706 in the Bartholdi building at Broadway and 39th St. The office will be under the direct management of Harry T. Broden, president and treasurer firm announces their travelers for the coming year as follows: L. Heinem, the east; E. Pretzfelder, importers and manufacturers at 5 E. 17th St., returned to this city recently from his annual 10-day hunting trip in the Adirondack mountains. The Bayer & Pretzfelder firm announces the travellers for the coming year as follows: L. Heinem, the east; E. Pretzfelder, the south; and L. C. Rose, the middle west. A Pretzfelder will visit the eastern part of the country, as represented by B. H. La- mont, C. Bayer, who has just returned from his annual European trip, will be at the local office.

A fire which recently occurred in the upper floors of the factory building of the Thomas J. Dunn Co., 101 Chambers St., almost completely destroyed a large stock of initial brooches and men's jewelry. Many of the saw piercing machines were also damaged and a special sawing machine that was built for large work will have to be replaced. The tool and machine department, as well as the leather belt departments on the floor below, sustained damage from water. The concern expect to resume work about Jan. 15. Edward Haase, southern representative of R. Wallace & Sons Mfg. Co., left this city last Saturday for Atlanta, Ga. Mr. Haase came east recently to attend the annual banquet of the Southern Jewellers' Travelers' Association, and the annual meeting of the selling and manufacturing forces of the R. Wallace & Sons Mfg. Co., which was held at the concern's factory at Wallingford, Conn. R. A. Clinchy, of the local force of the R. Wallace & Sons Mfg. Co., is confined to his home on Long Island with a serious illness.


The A. R. Katz & Co., 87 Nassau St., has been dissolved. Mr. Leudan has formed a new company and will import and cut diamonds, under the name of Leudan & Co., and he will sail next Tuesday on the Kronprinzessin Cecilie to purchase stock in the European diamond markets, and his office will be open for business about March 1. A. R. Katz will continue in business at the same address under the new style of A. R. Katz & Co. Leo Heilbrun, formerly with Fred Kaufman & Co. and Kohn & Co., will visit the trade in the middle west for A. R. Katz & Co.

Ernest Troeger, formerly a working jeweler, who lived at 697 E. 79th St., committed suicide Wednesday of last week by inhaling illuminating gas in his room at that address. Before committing the deed, Troeger left a note saying anyone entering the room to light a match in the apartments. His body was discovered by his wife, when she noticed the odor of gas upon returning to her home. She traced it to her husband's room and immediately notified a policeman. Mrs. Troeger stated that her husband was an expert jeweler and had been employed in this city by a number of concerns, but of late had been out of work and as a result had grown very dependent.

It was reported last week in this city that Max Emerman, a jeweler of Richmond Hill, L. I., who recently filed a voluntary petition in bankruptcy, had disappeared, his store not having been opened for the past several days. A number of residents of Richmond Hill are anxious to learn of his whereabouts, owing to the fact that they had turned over to the jeweler watches and clocks to be repaired, and wish to know what disposition has been made of them. Emerman's store is located at 6221 Jamaica Ave., and he has not been seen nor has his store been opened since Dec. 29, and no trace of him has been found of him. Emerman had living quarters over the store. From the outside of the store it can be seen that the showcases have been covered, but there is considerable stock in the way of cut glass left in the place. The show windows contain a few articles of jewelry and a sidewalk show case, standing just outside the door, contains a quantity of cut glass and some small pieces of jewelry. A gas light in the rear of the store has been burning since the day he disappeared. His disappearance was first discovered when a man, who does not know Emerman, at Richmond Hill police station about a week ago and asked for advice as to how to recover a clock worth $50 which he had left with the jeweler to be repaired. He was advised to bring suit in the civil courts. As near as can be learned, Emerman did a large Christmas business, and his disappearance has aroused considerable suspicion. According to the petition filed by Emerman his liabilities are $7,180, with assets of $3,772.
F. C. Shinn will leave this week on a trip through the middle west in the interests of the Garland-Fisher Co., manufacturer of jewelry in Mulberry St. A permit has been granted to the Celluloid Co. for alterations at 70 Asheridge St. to a brick storage building. The estimated cost of the improvements is $4,000.

H. F. Linde, who died last Wednesday at his home, 239 N. 7th St., was 99 years of age. Mr. Linde was well known in the Rosselle section of this city, where he had lived for 35 years.

A meeting of the executive committee of the New Jersey State Retail Jewelers' Association was held in Newark on Friday. The Retail Jewelers' Association of Newark will meet on Tuesday evening, Jan. 20. It is reported by Van Moppes & Son, 671 Broad St., that the year 1913 was one of the best that the firm has enjoyed. In the month of December the cutting department worked overtime to keep up with the business.

Thomas A. Smith, maker of swivels and spring rings at 380 Jelliff Ave., has announced that he has purchased his partner's share of the business and that the business will hereafter be conducted under his own name.

The annual whistle and dance of the Newark branch of the American Electroplaters' Society was held Friday night at Oration Hall, in this city, and was attended by about 200 people. An enjoyable time was reported.

Mr. Batcheller will leave for Minnesota soon to visit the trade in the interests of Meyer & Gross, manufacturers on Mulberry St. Edward J. Gross, a member of that company, will also leave next week for a trip through the middle west.

Frederich C. J. Wiss, president of J. Wiss & Sons, jewelers, has purchased the Bonnell building, 196 Market St., for $225,000, for offices and business purposes. The building was purchased solely for investment. Mr. Wiss will take possession April 1.

Matthias Stratton, of Alling & Co., manufacturing jewelers at 13 Orchard St., who is a member of the Newark Board of Fire Commissioners, was chosen temporary president of the Board at the reorganization meeting last week pending the election of the permanent president.

Kohn & Co., Camp and Orchard Sts., have secured two new salesmen for the western territory. Otis L. Ross will hereafter cover the smaller towns in Wisconsin, Minnesota, Iowa and North and South Dakota.

Steve Smith will visit the smaller places in Kansas, Nebraska, Missouri, Oklahoma and southwestern Iowa.

Elmer S. Kreis has been secured to represent the firm of Miami, La Sella, Fried & Co., in western territory. His headquarters will be in Chicago and he will leave soon on his first trip through the middle west. Charles Arena will represent the company in the New England States, and has also added to his route the cities of New York State. He will leave before long on his first trip north.

Achille Bippart, of Griscom, Bippart & Osborn, Garden St. and New Jersey Rail-

road Ave., and his daughter, Miss Florence Bippart, who have been traveling in Europe for several months, are now in France. Mr. Bippart will return to this city in February. Miss Bippart will remain in Europe a year or more to study music in Berlin.

Vincenzo Romano, a retail jeweler at 29 Fourteenth Ave., who pleaded not guilty three weeks ago to the charge of buying gold stolen by boys from the N. C. Edge Jewelry Co., manufacturing jeweler at 480 Washington St., where they were employed to the amount of $30.75 by Judge Martin in the Essex County courts last week. Romano was released upon paying the fine and costs.

Clinton F. Robinson, formerly representing Fred B. Weiss, Inc., in the middle west for three years, resigned Jan. 1. He will represent C. Rech & Sons, 481 Washington St., Newark, N. J.; Chas. M. Levy, 90 William St., New York, who are manufacturers, and will travel over the same territory. The note published last week that Mr. Robinson severed his connection with C. Rech & Sons was an error.

Gustav A. Hausermann, a jeweler of Paterson and Passaic, who also operates a store at Market St., this city, was acquitted of insolvency in the United States District Court here Monday and an adjudication in bankruptcy was entered against him. Judge Reillstab referred the case to Referee Atwood L. De Coster. Assistant United States District Attorney Charles F. Lynch of Paterson was appointed receiver, his bonds being fixed at $10,000.

The Selectmen have received a communication from the headquarters of the Ancient and Honorable Artillery, to the effect that S. O. Bigney, O. P. Richardson, Henry P. Wilmarth and D. E. Makepeace are members of that company and cannot be asked to do jury duty.

The name of the Barber Smelting & Refining Co. has been changed to the Remington Smelting & Refining Co. Albert A. Remington becomes treasurer and general manager, and Horace E. Remington secretary of the concern. Clarence A. Remington has withdrawn from the concern on account of ill health and has taken up his residence in Providence.

The legislative Recess Committee investigating child labor has filed its report. It contains a number of recommendations of interest to the jewelry trade. The committee is opposed to any material changes in the new child labor law of 1913, but it is willing to give the manufacturing jewelers a helping hand concerning the 54 hour law. The committee recommends that the new Bureau of Labor and Industries be given the authority to designate what are "seasonable" industries, and such industries may employ women 55 hours a week providing that the average is not in excess of 54 hours. This is the legislation the jewelers sought, as they are confident that they can prove to the satisfaction of any body of men that the jewelry business is a "seasonable" industry.

Weinstein & Marcus is the name of a firm which has started in the retail jewelry business at 402 Union St., Nashville, Tenn.
to the complainants' premises on Eddy and Friendship Sts.

Walter A. Griffin, treasurer of the R. L. Griffin & Son Co., is appearing for a trip to Rock Lodge, Fla., where he will join his father for a couple of weeks' sojourn. Later he will go to Finchurst, N. C., for another two weeks.

John P. King, formerly traveling salesman for Theodore W. Foster & Bro. Co. and the International Silver Co., has accepted a position as western representative of the Manchester-Smith Co. of this city, succeeding Louis H. Greene in the territory west of Chicago.

Louis and Sidney Byrnes have taken rooms in the shop of James H. Kelley & Co., 53 Warren St., where they will manufacture a general line as the Standard Mfg. Co. The Byrnes brothers formerly conducted the Century Mfg. Co., 38 Friendship St., which gave up business Dec. 15, 1913.

The retail jewelry store of Jerome Savage, on Broad St., Pawtucket, was completely wrecked in a fire which visited the Benedict House block early Friday morning. His entire stock was ruined, causing a loss of about $8,500. Customers' watches and jewelry which had been left for repair were all in his safe and were saved.

Robert L. Graham, watchmaker, who was adjudged a bankrupt on a voluntary petition on Sept. 11, 1913, was granted a discharge in the United States District Court last Monday by Judge Arthur L. Brown. At the time of the filing of proceedings no bond was given to support the application, but the liabilities were given as $1,544.12, and the creditors received nothing on their claims.

A package containing six gross of cuff links, valued at $50, was recently stolen from an elevator at 9 Calendar St. Frank Flynn, who had prepared the box for shipment to Waterloo, Ia., gave it to the elevator boy after giving it to the expressman when he called. When the latter asked for the package it had disappeared. The police are making an investigation.

A charter for a new manufacturing concern, to be known as Julius J. Jacoby, Inc., was taken out at the office of the Secretary of State Monmouth county incorporators are Julius J. Jacoby and Eliza G. Jacoby, of this city, and Frederick A. Jones, of Cranston. The concern is authorized to manufacture and sell belts, bags and shell goods and jewelry, to be located in this city with a capital of $5,000 divided into common shares of $100 each.

At the fortnightly meeting and luncheon of the "Town Criers," composed of business men and advertising representatives, held at the Crown Hotel at noon to-day, a resolution was adopted to appoint a committee to communicate with the State Legislature for the purpose of having a law enacted making it a misdemeanor to publish in the newspapers, magazines or in any way communicate false and misleading advertisements.

Walter I. Sundlund, of this city, is plaintiff in a suit filed in the Superior Court last Thursday against the Potter & Buffinton Co., for premises alleged to have been broken. He claims that he was engaged on March 3, 1913, to work as a traveling salesman for the defendant company at $30 per week and expenses until March 1, 1914. The company refused on Oct. 13 to carry out the agreement further, he alleges, and suit is brought for damages paid at $1,000.

Among the jewelry buyers in the city the past week were the following: Henrietta Grauf, of Berg Bros., New York; Walter Bonn, of M. Bonn & Co., Pittsburgh; S. P. Myers, Montreal, Quebec; John Butler, of George Borgfeldt & Co., New York; Mr. Kingsbacher, of Kingsbacher Bros., Pittsburgh; A. W. Myers, of Canadian Jewelry & Importing Co., Winnipeg, Man.; Aaron Sands, Cleveland, O.; H. Cerf, of Sol Cerf & Co., Pittsburgh; Edward Sickles, of M. Sickles & Sons, Philadelphia.

Frederick A. Randall was arrested Saturday afternoon by inspectors from police headquarters on a charge of embezzlement. He is specifically charged with having taken 10 watches valued at $125 and a diamond ring valued at $25 from Granville L. Dixon, 291 Weybosset St., by whom he has been employed during the last three months. On Saturday evening, in the man's pocket at the time of his arrest, and later the police located the other nine and the ring in pawnshops about the city.

In his advance statements of his 20th annual report, the Chief Factory Inspector of the State, J. Ellery Hudson, says concerning the number of employees in the jewelry and silverware industry: "The number of employees in the jewelry and silverware manufactories was divided as follows: Males of 16 years and over, 10,190; females of 16 years and over, 4,745; total adults, 14,935. Males under 16 years of age, 296; females under 16 years of age, 176; total children, 462; whole number of employees, 15,397."

The A. & Z. Chain Co., 116 Chestnut St., this city, announces that its force of traveling representatives is out and that the season's assignments are as follows: W. P. Jefferson and Charles Ashen covering the New England territory; James Shea at New York; M. S. Olin, New York State, Pennsylvania and Ohio; J. Olin, Ohio, Michigan and Indiana; C. C. Smith, the city of Chicago; C. W. Atwood, Wisconsin and Illinois; Leon Creiger, Iowa, Minnesota, North and South Dakota. Benjamin Grouse will act as general field representative and cover all the large cities of the United States; L. J. Pracht will cover Oklahoma, Kansas, Missouri and Nebraska; Irving Booth will cover the south and George W. Hopkins will cover the Pacific Coast States.

Jacob Beringer, who conducts a retail jewelry store on Main St., Westerly, had an exciting experience with two highwaymen last Monday evening. He was on his way home, accompanied by his son, when the two men stepped out from a dark alley. As one aimed a revolver at Mr. Beringer's head with the command to throw up his hands, the other engaged the son. The latter at once attacked his assailant and was overpowered when he saw his father struck over the head by the man behind the revolver. Without thinking of the man he was struggling with, the son rushed to his father's rescue, which gave both as-
A Banner Year in Ring History

BIRTH YEAR OF

THE ES MULTI-SET

THE EMPIRE STATE RING COMPANY OF BUFFALO, N.Y.,
offers the American Retail Jewelry Trade
THE FIRST PRACTICAL INTERCHANGEABLE STONE RING.

This invention is not an experiment—but the result of years of labor, thought, creative genius, mechanical skill and the best manufacturing equipment and materials that money can buy.

Experts of the trade have declared this production

Practically Perfect Perfectly Practical
DO YOU REALIZE WHY WE UNDERTOOK THIS STUPENDOUS TASK?

Think what a boon a practical interchangeable stone ring is to the retail jeweler!

Realize that you can do a greater volume of ring business on half your present investment by carrying a line of rings of this construction!

Comprehend that you can satisfy in one minute the most particular customer in stone and ring size by a simple transposition of the stone desired to the necessary size mounting—this also applies to the popular gold encrusted emblems. You can supply your customer with the emblem and ring size desired in the same way.

Note the Fact that it is unnecessary for you to carry in stock a full range of sizes in each of the different stones, but simply one line of sizes and one line of stones.

Understand that you avoid all danger of damaging stones when necessary to alter a ring to an unusual finger size, by simply removing the stone during the sizing process.

Hence the Multi-Set

We are showing this ring in an endless variety of patterns for men and women—in every conceivable shape of stone, including the fashionable long shapes, real and synthetic, both flat and bent—in all the birthstones and in the popular gold-encrusted stone emblems for each of the fraternal organizations.

The Multi-Set is

Simple—because its construction lacks intricate mechanisms (which are continually out of order). It is operated by an ordinary watch screw driver.

Practical—because the stone can be removed and reset in less than a minute and without the least danger of damage.

Durable—because when assembled for wearing the ring and stone become a solid inseparable unit. It is physically impossible to lose the sets.

Beautiful—because the patterns are designed by one of the most artistic and highest-salaried designers in the jewelry industry, and the detachable feature is absolutely invisible when the ring is worn.

Reasonable—because it is made by a new secret and money saving process and can be sold at a lower figure than corresponding patterns of the common rigid set variety.

Salable—because PRACTICAL, DURABLE, BEAUTIFUL, REASONABLE, FASHIONABLE and NEW.

Desirable—because made by a house whose trade mark is an indelible stamp of quality and whose product occupies the place of honor in the representative retail jewelry establishments of the country.

THE MULTI-SET IS AN ASSURED SUCCESS

It will bring success to every jeweler who features it.

BE THE SUCCESSFUL JEWELER IN YOUR TOWN

EMPIRE STATE RING CO.

Makers of Guaranteed Rings

743-747 Main St., BUFFALO, N. Y.
BUFFALO FOR RINGS

Heintz Bros.
MANUFACTURERS OF
Solid Gold Set Rings

86 ELLICOTT ST., BUFFALO, N. Y.

H. Boasberg Sons & Co.
Manufacturers of
DIAMOND RINGS
IMPORTERS OF
DIAMONDS

H. BOASBERG  S. H. COHEN  N. BOASBERG

Buffalo Makes and Sells More Gold Rings Than Any Other City. "BUFFALO MADE" RINGS are QUALITY RINGS. Buy Your Rings from the Fountain Head.

H. BOASBERG  S. H. COHEN  N. BOASBERG

BUFFALO, N. Y. Send for a Selection To-day!!

Copper Flower Holder

Designers and Makers of the Most Artistic Effects in
Hand Tooled and Fancy Leather Goods of All Descriptions.
Applied Silver on Bronze Line of Exceptional Merit. Automobile Toilet Cases.

SEND FOR OUR CATALOG Showing Our New Wedding Anniversary Trays.

70 West Huron Street
Buffalo, N. Y.
THE JEWELERS' CIRCULAR-WEEKLY

January 14, 1914.

Providence.

(Continued from page 83.)

William Ehmann, Sr., is arranging to spend the Winter in Florida.

The annual banquet of the Buffalo Retail Jewelers Association will be held the last part of February. As usual, invitations will be issued to the non-retailing jobbers and manufacturers. Plans are under way to make the banquet one of the most successful ever held by the association.

Charles Draper, son of the late O. M. Draper, and who is well known in the jewelry trade, was taken to the Emerson Hospital last Thursday and operated upon for appendicitis.

Buffalo, N. Y.

According to the standard form for Rhode Island, persons have an opportunity to escape. It is thought that the attack was made on persons who have been rumored that Mr. Beringer always carried valuable gems with him.

The Manchester-Smith Efficiency Club held its banquet at the factory on Saturday afternoon. The club membership comprises the officers, executives and salesmen of the Manchester-Smith Co.; George G. Wheeler, treasurer, acted as toastmaster, and responses were made by all present. The other members of the club are Edwin A. Smith, president of the Manchester-Smith Co.; Henry F. Manchester, cashier; C. W. Hempel, superintendent; Albert Randall, foreman, and Louis F. Rosenberg, A. M. Chadbourn, John P. King, John D. Moose and Victor N. Schultz, salesmen. Following the banquet the salesmen all left for their respective territory.

An important conference, another of a series that have been held here in reference to the amending and strengthening of the national stamping laws, as viewed by the manufacturing jewelers in the New England states held Friday afternoon at the rooms of the New England Manufacturing Jewelers' and Silversmiths' Association, between the special stamping of the concern and the New England good and welfare committee of the National Jewelers Board of Trade. Those in attendance included Harry Cutler, John M. Buffington, Charles A. Chapin, George C. Wheeler, Howard L. Carpenter and Frank L. Odell, representing the National Jewelers Board of Trade. While the matter was thoroughly discussed, no definite action was taken.

Suits brought by Arnold C. Messler, of Pawtucket, doing business as a manufacturing jeweler, the C. Messler Co., 101 Sabin St., this city, against 12 fire insurance companies to recover fire losses in the Manufacturers' building, were affected by rescripts handed down in the Superior Court for Providence County Jan. 19 by Judge Stearns. By the decision the defendants' demurrers to the declarations of the plaintiff are sustained. The plaintiff is a manufacturing jeweler, whose stock, fixtures, machinery and other personal property was damaged by a fire in the building at the corner of Arbor, Sabin and Beverly Sts. June 21, 1912. Mr. Messler's business was carried on in that building on the third and fourth floors and he alleges that his loss from the fire was $8,000. Policies had been written covering the property by a large number of companies. In his rescript filed to-day Judge Stearns says that the declarations set up claims for loss under the policies, which were according to the standard form for Rhode Island. The plaintiff also alleges that two appraisers were named, one by the insurance companies and one by Mr. Messler, pursuant to the provisions contained in the policies, but these appraisers failed to agree upon a third man called to umpire. Although court decisions in some States would seem to uphold the plaintiff's claim to a right of action under the circumstances, Judge Stearns says that the decisions of the Supreme Court of this State do not give a right of action when no further attempt has been made to arbitrate the claims. In 11 out of the cases he sustains the defendants' demurrers to the declarations and in the other case the rescript overrules the plaintiff's demurrer to the defendants' third plea.

The Manufacturing Jewelers' Board of Trade has issued a circular letter which shows that during 1913 there were 13 failures among jobbing jewelers in New York with liabilities of $198,834. Chicago had four failures with liabilities of $185,588, Pittsburgh had five failures with liabilities of $86,557, St. Louis one failure with liabilities of $136,963, Philadelphia five failures with liabilities of $40,729, Boston four failures with liabilities of $108,000, San Francisco two failures with liabilities of $75,000, Kansas City one failure with liabilities of $45,000; miscellaneous failures, 12, with liabilities of $125,351.87. The board approximates that the dividends that have been paid on failures are 29 per cent. The largest failure in amount was that of the Aller-Wilmes Jewelry Co., St. Louis, with liabilities of $136,000. The next largest was that of the Washington Jewelry Co., Boston, with liabilities of $90,000. There were six failures wherein the liabilities amounted to more than $50,000, nine with liabilities between $25,000 and $50,000, and nine with liabilities between $10,000 and $25,000.

North Attleboro.

James P. Black, a local jewelry jobber, is on Maine on a business trip.

Louis D. Barrows is traveling through the west for F. & T. Co.

W. H. Bell is making a business trip in the interests of W. H. Bell & Co.

Geo. L. Paine has returned from a business trip in the interests of his concern.

Robert E. Joyce has accepted a position as salesman for the W. E. Richards Co., Attleboro.

J. Robert Fletcher has accepted a position as pattern maker for the W. & S. Blackinton Co.

Scofield, Melcher & Scofield started last week to operate their factory on a 13-hour a day schedule.

H. N. Wilson, of the Plainville Stock Co., is spending a week in Baltimore in the interests of his concern.

Willard Sunderland left Saturday evening for an extended trip in the interests of F. M. Whiting & Co.

The Webster Co. started operations Monday morning after a 10 days' shut down for repairs and stock taking.

The Paye & Baker Mfg. Co. resumed operations last Wednesday morning after a 10 days' shut down for stock taking.

Silas H. Dyer, a local tool maker, has been granted a patent on a drop hammer which he has assigned to G. L. Davison, Winthrop, Mass.

Charles Draper, son of the late O. M. Draper, and who is well known in the jewelry trade, was taken to the Emerson Hospital last Thursday and operated upon for appendicitis.

Buffalo, N. Y.

William Ehmann, Sr., is arranging to spend the Winter in Florida.

The annual banquet of the Buffalo Retail Jewelers Association will be held the last part of February. As usual, invitations will be issued to the non-retailing jobbers and manufacturers. Plans are under way to make the banquet one of the most successful ever held by the association.

Attorney Michael F. Dinseberger, Jr., has been engaged by the Buffalo Retail Jewelers' Association to look after the association's interests in stopping the fake auctions that have held forth during the holiday season in violation of the city ordinance.

The suggestion of President William F. Ehmann that the Annual State Convention be held on May 28 and 29 so as to allow jewelers to motor to Binghamton has met with instant favor among the many jewelers owning automobiles in Buffalo. Decoration Day falling on Saturday will give the jewelers two additional holidays.

Cleveland.

H. C. Jason, Lodi, O., has been succeeded by Rowland Bros.

Geo. A. Whittemore, of the Sessions Clock Co., visited friends in the trade here last week.

Among the Ohio jewelers in Cleveland last week were: W. J. Higgin, Shelby; Frank Presswell, Akron; G. A. Clark, Lorain; C. H. Dexheimer, Bedford; Mrs. F. R. Montgomery, Sandusky, and D. Leonhiser, Huron.

Jacob Meyers purchased the stock and fixtures of Nathan Wolkov, who opened a store at 6410 St. Clair St. early last year. Mr. Wolkov recently suffered a loss when the window in his store was broken and a number of diamond-set pieces were stolen.

Funeral services for William H. Maire, well known in the jewelry trade, were held at his late residence in Cleveland Heights. Mr. Maire was a jeweler in Princeton, Pa., and afterward, for 15 years, traveled for the Duquesne Watch Case Mfg. Co., of Canton, O.

Mathey Bros., Mathez & Co., 15 Maiden Lane, New York, announce a new and material reduction in the prices on Jacques Lecouture razors and strabs, due to the new tariff. These razors, which have been on the market for three-quarters of a century, have the advantage of interchangeable blades and are to be had in sets of one to seven blades with either black or white handles. They likewise come in the form of a safety razor with two blades. Both kinds are fully guaranteed, and Lecouture strabs of several sizes can be furnished for them.
Pittsburgh Promotes Progress

OUR 21st ANNUAL IMPORTATION OF DIAMONDS — Direct from Amsterdam —

was taken out of Bond a short time ago, and is now ready for your inspection. Our present stock consists of all sizes—from 100 to the carat to 5-carat stones. All colors—from fine Capes to Extra Blues—in all grades of perfection.

SAM F. SIPE
Schmidt Building, 339 Fifth Avenue
PITTSBURGH, PA.

MEMO. PACKAGES SENT EXPRESS PREPAID TO RETAIL JEWELERS

The Samuel Weinhaus Company

Watches Diamonds
Jewelry Musical Instruments
Silverware Notions
Clocks Etc., Etc.
Novelties

720-722 Penn Avenue

Thier, Kraus & Beam

License Trade-Mark and Wholesale Jewelers

Set Rings, Signet Rings, Scarf Pins and Diamonds our Specialties

Manufacturers Bldg. PITTSBURGH

Grafner Bros.

Wholesale Jewelers

Conceded to Carry the Best Assorted and One of the Largest Stocks in Pittsburgh

Agents for Rockford Watch Co.

706 Penn Ave. PITTSBURGH
Pittsburgh.

Gillespie Bros. have been busy the last week taking stock. Harry DeRoy, Newark, N. J., is visiting at the home of S. H. DeRoy.

E. O. Heineman, of the North Side, has returned from a business trip to New York.

Emanuel De Roy, of S. H. De Roy & Bros., and Mrs. De Roy have gone to Mt. Clemens, Michigan, for a couple of weeks.

W. A. Goodrich, representing Simpson, Hall, Miller & Co., made his maiden trip to Pittsburgh last week. He takes the place of H. L. Stevenson, who has been retired on a pension.

Max Carey, a St. Louis jewelry salesman, it is reported, may sign a contract with the Federal League Club of Pittsburgh. He played left field on the Pittsburgh National League baseball team last season. Carey has been selling jewelry for a St. Louis house since the baseball season.

Among the out-of-town buyers in Pittsburg last week were: E. A. Blosor, New Kensington; F. M. Langmecker, New Brighton; George Eckert, Jeannette; Frank Bloser, New Kensington; W. F. Karsnau; Braddock; J. O. Clawson, Belle Vernon, and Thomas Tominson, Charleroi.

The Geo. B. Barrett Co. expects to be ready to move into its new location in the Keenan building about April 1. The concern expects to let a contract for the fixtures this week. The shipping department will not have wall cases, but will have them in the room, the space occupied by the salesroom, and will not be in view at any time. The store will not have wall cases, but will have them in the center of the room, safe occupying the wall space.

Hyman Landau, of Landau Bros., and Miss Pearl Kligler were married in New York Jan. 3 and are now at Atlantic City for a few weeks preparatory to coming to Pittsburgh to make their future home. The bride and groom will receive a royal welcome on their return to Pittsburgh. They were the recipients of many handsome gifts, and the congratulations and well wishes of a large number of friends.

E. Meyer, 707 Homewood Ave., will be married Jan. 18 to Miss Helen Goldsmith, Connellsville. The wedding will take place at 6 P.M. They will go south on a honeymoon trip. On their return home, on Feb. 1, they will go to housekeeping at 6825 McPherson Blvd. Mr. Meyer was formerly a traveling man for the A. A. Kilt Optical Co., but some time ago opened a jewelry-optical store in the Homewood district of this city.

J. Lowenthal Roberts has named August Loch as the representative of the Pennsylvania Retail Jewelers' Association at the meeting of the executive committee of the Associated Retail Jewelers' Association, to be held in Chicago this week. President Roberts, of the State association, has given Mr. Loch power to act for the Pennsylvania association in any matters considered of interest to the trade in general in this State.

Manager E. P. Albright, of the Kaufmann Bros., has had in charge of the old E. P. Roberts & Co. store and the jewelry department of the Kaufmann department store, has also been given the management of the silverware department. It was reported that Mr. Albright had accepted a position with another concern, but this is not true. J. O. Ladd was offered a good position with an eastern house, but has decided to stay with the Kaufmann house for the present.

The Harris Bros. Co., Pittsburgh, Pa., has sent out a card to friends and patrons which is indicative of the faith which the concern has in business conditions. The card states that it believes that the clouds of apprehension which have hung over Pittsburgh will soon pass by and that the Christmas business, which was the largest that the concern ever enjoyed, is evidence that optimism still reigns.

A mechanical device to keep time in prize fights and to indicate the number of rounds has been invented by two Scranton, Pa., jewelers. The timer has a large dial with four figures. The hand consumes a minute moving from one figure to another and at a bell rings when it reaches the naught and the figure 3. Above the naught a large number appears, changing with each round so that the spectator can see at a glance members of the boxers being contested.

It was reported here last week that the employe of Heeren Bros. & Co., who robbed that concern and came near making a big haul by digging into a concrete vault where valuable goods were stored, is in Missouri. It is also said that the man loaded about Pittsburgh for several days after he was last seen at the Heeren house and that he withdrew his money from a Pittsburgh bank and then headed for the west. His arrest will follow if he can be located.

Quite a number of jewelers have affiliated themselves with the Commercial Club of Pittsburgh, "the infant" business organization of the city. Some of them were out last Thursday at the club's luncheon to hear the Rev. "Billy" Sunday give one of his characteristic talks on business and religion. He said that an employer's duty did not end when he locked his store door at night and remained mute as to what became of his employes. He also told his hearers that a business man should be more to his family than simply a cashier.

Herman Stein, 13 Federal St., reports that he was recently robbed of two diamond rings valued at $775 by a stranger who called to examine them. While he was looking at the rings a boy entered and asked to have his picture taken. Stein also conducts a photograph gallery along with his jewelry business. The man who was examining the rings said that he would wait until the picture was taken, but while Stein's attention was given to that work the man left the store, taking the rings with him. The police have no arrests and there is no clue.

The annual banquet of the Western Glass & Pottery Association was held at the Fort Pitt Hotel last Thursday night. Manufacturers, salesmen and others identified with the ceramic industries and a few invited guests being present. William M. Davidson, of the newly elected superintendent of the Pittsburgh public schools, Congressman A. J. Barchfeld, Mrs. J. R. Johnson and others were speakers. The association has been making a display of its wares. More than 30 firms were represented in the exhibition, which was one of the largest of the kind ever made.

Friends of Sam F. Sipe will be shocked to hear that he has suffered a nervous breakdown and that he will not be able to leave his home for a couple of weeks.

The Geo. B. Barrett Co. expects to be located away from the salesroom, the shipping department to be located away from the salesroom, and that he withdrew his money from a Pittsburgh bank and then headed for the west. His arrest will follow if he can be located.

The U. S. Assay office reports:

<table>
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<tr>
<th>Description</th>
<th>Value</th>
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</thead>
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<tr>
<td>Gold bars paid depositors</td>
<td>$118,664.52</td>
</tr>
<tr>
<td>Gold bars exchanged for gold coin</td>
<td>$601,390.59</td>
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<tr>
<td>Return gold</td>
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<td>Of this the gold bars exchanged for gold coin</td>
<td>$101,002.08</td>
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<tr>
<td>The U. S. Assay office reports</td>
<td>870,053.11</td>
</tr>
<tr>
<td>Of this the gold bars exchanged for gold coin are reported as follows</td>
<td>870,053.11</td>
</tr>
<tr>
<td>Jan. 5</td>
<td>1,914,668.06</td>
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<td>6</td>
<td>1,372,407.34</td>
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<tr>
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<td>998,456.79</td>
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<td>8</td>
<td>832,198.04</td>
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<tr>
<td>9</td>
<td>118,084.83</td>
</tr>
</tbody>
</table>

Total | 870,053.11 |

William T. Withers, formerly of Dunsville, Ky., has moved to Tortor, Ky.
To Surpass Your Last Year's Watch Sales

—focus your efforts on one line so that you can make a clean-cut impression on the prospective watch buyers of your locality.

You can’t do that if you’re out of focus.

If you feel that you are dependent on the manufacturers’ magazine advertising to make sales; if you feel that you cannot sell watches on your own initiative, your own prestige, your own recommendation and your own guarantee you are out of focus and cannot concentrate your capital and energies, but will have to scatter them over most of the magazine-advertised movements.

Naturally, this handicaps you and your watch department makes only a hazy impression on the people you want to reach.

But—and every year there are more and more jewelers in this self-reliant class—if you feel that you can command the confidence of your people without the manufacturers’ magazine advertising; if you know that they will accept your recommendation and your guarantee without question you can focus your energies on Illinois-Springfield Watches, which surpass all others not only in quality, but in the important essential of price, and make a clean-cut impression on the people you want to reach.

That’s one advantage of focusing your energies on this line.

In addition, think of the smaller and cleaner stock you can carry, the less amount of capital you’ll have tied up, the increased satisfaction you’ll give your watch customers, the spontaneous enthusiasm of yourself and your sales force and you’ll have no difficulty in surpassing last year’s watch sales record.

Do you want to do that?

Then focus your energies on Illinois-Springfield Watches from now on.

Illinois Watch Company
Springfield
Chicago Notes.

J. Allen Buffett, of the Potter & Buffett Co., is calling on the Chicago trade.

Geo. Guibson, of the Illinois Watch Case Co., is completing a western trip this week.

H. E. Cobb, Chicago representative of Harvey Clapp & Co., is making a northwest trip.

A. R. Hahn, Chicago, is now connected with R. & J. Dreyfus, New York.

Fred Mayer, representing the Bruhl Lyons Mfg. Co., is making a trip over his usual territory.

Hugh E. King is showing his silver and jewelry to the trade of the district.

Alex. Harper, manager of the American Silver Co., is on a southern trip.

Knights-Thearle Co., is on an eastern buying trip.

Bliss Bros. & Co., has returned from a trip to St. Louis.

The American Jewelry Co., of which J. N. Gans was part owner, has been closed on proceedings under the Illinois fraudulent advertising law. A man was arrested at Fort Wayne, Ind., on Jan. 5, on the charge of using the mails for selling goods as bankrupt stock which were not as represented.

The Clerk's name was mentioned in connection with the publication of a letter alleged to have been written by Senator Lewis to Henry M. Pindell, of Peoria, Ill., urging him to become Ambassador to Russia.

What is said to be the first conviction under the Illinois fraudulent advertising law was obtained Jan. 6, in the Municipal Court, before Judge Fake, where Frank and Otto Nerod, father and son, were on trial for selling goods as bankrupt stock which were not as represented.

The jury returned the verdict of guilty and a motion for a new trial was made on behalf of the defendants. Pending the decision on the motion, no sentence was imposed.

Oliver Artes, formerly associated with his father, Charles Artes, in the retail jewelry business here, but who is now on the road for a large wholesale jewelry house, spent the holidays with friends and relatives in this city. Mr. Artes says, in his opinion, this is going to be a very good business year.

A man was arrested at Fort Wayne, Ind., on Jan. 5, on the charge of using the mails to defraud. It is alleged that he operated a scheme by which he received consignments of jewelry from out-of-town firms by forging letters of reference after he had answered mail order advertisements. He was unable to furnish bond and was bound over to the United States Federal Grand Jury.

Gustav Gans, youngest son of I. Gans, of the firm of E. Gans & Co., 24 1st St., died at Oxford, O., a few days ago, where he was a patient in a private hospital. Mr. Gans, who was 32 years old, was a member of the firm and was popular among the younger business men of the city. He had been in failing health for the past six months. The body was brought here for burial, the funeral services being conducted at the Evansville Lodge of Elks, of which the deceased was a member. Besides his father and mother, he is survived by one brother, Moses Gans, who was associated with him in his business, and two sisters, Mrs. Lee Steinhardt and Mrs. Sidney Steinhardt, both of Cincinnati, O.
San Antonio, Tex.

TRADE CONDITIONS.

In spite of the general depression in this section, caused mainly by the Mexican situation and the devastating floods which swept the southern part of the State early in December, most of the jewelers are well pleased with their Christmas business. While some of them report that their business was about the same, or a trifle under last year, others report a substantial gain over the same period of 1913, and conservative buying during the Fall has enabled them to move the stock already in their stores.

A voluntary petition in bankruptcy has been filed by Joseph A. Harris, Dallas, Tex. The liabilities are reported at $12,-573, with assets of $5,700.

Dan S. Dunham & Co. have just finished an order of 120 class pins for the San Antonio High School. This firm also made the pins for the Haynes Debating Club of the same school.

J. B. Herrington & Co., Wharton, Tex., have just concluded an auction sale. Col. J. W. Hill, of Dallas, was the auctioneer.

Colonel Hill has gone to Victoria, Tex., to conduct an auction for the Bessemer Co.

Gus J. Kray, A. Levitsky and the E. Hertzberg Jewelry Co. each donated silver trophy cups, to be awarded as prizes in the poultry show which will be held in San Antonio Jan. 14 to 18 by the Live Stock Poultry Association.

Mr. and Mrs. Ed. Sachs celebrated their silver wedding anniversary in an appropriate manner on the night of Dec. 26. Mr. Sachs was formerly a well known jeweler of this city, but is now connected with the local office of the Aetna Insurance Co. Mrs. Sachs is a sister of Max Goodman, of the E. Hertzberg Jewelry Co.

L. Friedman, a retail jeweler, at 213½ Houston St. in this city, is offering creditors 50 cents on the dollar. He has assets of $3,000, with liabilities of $7,000. Mr. Friedman was formerly in business at Dallas, Tex., and later came to this city, where he was employed with the Belle Jewelry Co. until November, 1911, when he began his present venture.

The following out-of-town jewelers were in San Antonio on business during the past few weeks: Mrs. Manning, Floresville; S. F. Knight, Boerne; Mr. and Mrs. D. L. Carl, Llano; E. E. Jacobs, Rockport; W. C. Nance, Luling; R. P. Hodges, of Los Angeles, platinum workman; L. L. Lockley, Sabinal; G. B. Hodgson, of Los Angeles, platinum worker in the shop, are other new members of the Jessop staff.

O. B. Browning, of Dallas, recently furnished A beautiful hand-engraved silver tube. On the side of the tube is 17 inches long and 2¼ inches in diameter. It is made of sterling silver 916 of an inch in thickness and is lined with velvet. It is fully engraved with hand- some scroll and flower design, with the exception of a plain shield in the center, on which is engraved an inscription.

Minneapolis and St. Paul.

The firm of Zimmerman & Harris, 116 Washington Ave. S., Minneapolis, has been dissolved. Fred Zimmerman will continue the business at 120 Washington Ave. S. and will have a complete stock of merchandise.

A young woman giving her name as Marie Bislow, Superior, Wis., is under arrest in Minneapolis charged with stealing two watches from the jewelry store of Charles Olson & Co. while he was arranging to sell her another. The girl has told the police she planned to be a cowgirl and had stolen the watches after watching pictures in a new theater depicting the escapes of a sneak thief in a jewelry store.

Joseph Falk, owner of a jewelry store at 814 Sixth Ave. N., Minneapolis, was the target of robbers this week, who battered down the rear door of the store with an ax. The pounding set off an alarm clock, and the robbers mistook it for a burglar alarm. They returned later, however, and finished the job, taking more than $100 worth of jewelry. The rear door was chipped to pieces and the floor was littered with broken furniture, watches, jewelry and phonographs when Mr. Falk reached it.

L. Haman, wholesale jeweler, St. Paul, together with his brother, F. W. Haman, Chicago, have leased the northeast corner of Fifth and Minnesota Sts., St. Paul, for 99 years at an aggregate rental of $800,000. The property fronts 50 feet on Minnesota St. and 80 feet on 5th St. It is one of the most desirable corners in St. Paul, and is valued at $125,000. It is rumored that the National Bank of Commerce, recently organized, will occupy the building. Mr. Haman stated that he bought the property as an investment and later might use it for his own business.

San Diego, Cal.

C. W. Ernsting, head of the Ernsting Co., leaves this week on an extended eastern and southern trip. He expects to visit Chicago, en route, and will there attend the jewelers' banquet. In his absence his son, John Ernsting, will have charge of the establishment. Mr. Ernsting expects to visit New York and then return home by the southern route.

Leland Huff, of Los Angeles, has entered the employ of the J. J. & Sons, succeeding B. F. Mills, optometrist, who has gone into business by himself, as hereforfore announced. W. D. Ackley, Sacramento, in charge of surviving lenses; Richard O. Kander, of Chicago, in the engraving department, and Robert E. Hodgson, of Los Angeles, platinum worker in the shop, are other new members of the Jessop staff.

Adolphus Busch, was recently furnished by the E. Hertberg Jewelry Co. The tube is 17 inches long and 2¼ inches in diameter. It is made of sterling silver 916 of an inch in thickness and is lined with velvet. It is fully engraved with hand- some scroll and flower design, with the exception of a plain shield in the center, on which is engraved an inscription.

The Jeweler's Circular-Weekly

January 14, 1914.

Omaha.

T. L. Combs has gone to Washington and New York on a business trip.

S. B. Butcher, of the Butcher Jewelry Co., has just concluded a position with C. A. Hazlett, Kearney, Nebr.

L. H. Holiday, Kansas City, has accepted a position with the Reese Jewelry Co., Mr. and Mrs. C. A. Reese leave for New York Jan. 17.

The Wolf Jewelry Co., in the City National Bank building, has sold the lease of its storeroom to a cigar firm and will close out business at once.

H. M. Hockin, Elmore, Minn.; J. Heitzman, West Point, Nebr., and B. F. Smith, Valley, Nebr., were the out-of-town jewelers in Omaha last week.

L. S. Ross, formerly with W. H. Reeves, Omaha, Ia., has purchased the jewelry stock of O. W. Cass, Crofton, Nebr., and has moved it into a new building. He will increase the stock and will run an exclusive jewelry store.

Will Kontlang, for the past three years Iowa and Nebraska salesman for the A. F. Smith Co., has resigned and joined the sales force of the J. L. Teeters Co., Lincoln. He will travel over his same territory.

The C. B. Brown Co. has leased the storeroom in the City National Bank building and will move there about Feb. 1. Work will begin at once tearing down the U. S. National Bank building, where a magnificent structure will be erected. The members of the C. B. Brown Co. have assurances from the bank authorities that they can move back to their old location about Nov. 1.

A large quantity of jewelry stolen from Corson & Banks, manufacturing jewelers in the Barker block, last Summer was recovered Tuesday of last week through the finding of Clarence Young, of this city. The boy had the jewelry in his possession and says he found it in a vacant house at 18th and Dodge Sts. Officer Vosburgh believed the lad's story, and went with him to the vacant house and discovered some of the jewelry and "jewelry findings."

Last Friday, while cleaning a clock, L. V. Freiday, a jeweler at Stanton Nebr., upset a can of gasoline. It splattered over the floor and ignited from the flames of a heating stove. Mr. Freiday escaped uninjured, but goods of the store to the extent of about $3,000 were ruined by flames and water. The building was only partially damaged. Mr. Freiday's goods were fully insured. This is the second fire in this building during the past three months.

The date set for the convention of the Nebraska Retail Jewelers' Association is the week of Feb. 16, when the Nebraska State Optical Society will also hold its convention. The indications are that nearly every member will be present. President W. T. Combs of the Jeweler's Circular-Weekly, and President B. B. Combs of the optical society are determined to make this convention the most successful yet held. They have already received replies from a number of good speakers.
Cincinnati.

Harry W. Riley, St. Clairsville, Ky., has gone out of business.

T. B. Philpotts & Brother have opened their second store in Bell Aire, O. W. W. T. Matthes has moved his store from Dunnville, Ky., to Tortor, Ky.

The Miller Jewelry Co. furnished 1,000 Shrine jewels for the local shriners last week.

J. Henxburg has left the city on his Spring trip, which will keep him out several weeks.

The business formerly conducted by Eara A. Harden, Knox, Ind., deceased, has been discontinued.

Charles Swigart left Tuesday on his first trip north. He will visit Ohio, Indiana and Michigan.

N. T. Arnold, Owensboro, Ky., has moved into beautiful new quarters in the Masonic Temple.

James Niven has moved from the fourth floor of the Harrison building to much more desirable space on the seventh floor.

I. N. Fox, of Fox Bros., has started west on March 14th. H. H. Fox is also in western territory for a stay of several weeks.

B. S. Newman, a member of the firm of Frith W. Co., is in New York, where he was called on account of the death of his brother.

Robert Huber, who was acquitted of the charge of the murder of his wife last year, is working at the bench of Buchs, Baum Co., Masonic Temple.

Irvin Bloom, Atlanta, Ga., has joined the force of Gustave Fox. Milford Fox will leave Feb. 5 for San Francisco, Cal., and will be away two months. Wm. G. Courtenay is leaving for northern territory, after which he will do business in the west. Jesse Adler is in New York showing the new season of Hoffman Bros. Springfield, O.; Phil Horr, Aurora, Ind.; George Kamman, optician for T. M. Jackson, Seymour, Ind.; Charles Sederman, Milford, O.; Frank Emmerling, Hillboro, O.; F. W. Schwestern, Oxford, O.; A. E. Johnson, Miamisburg, O.; Ed Israeli and son, Harrison, O.; C. C. Gluck, Charleston, W. Va.; T. S. Echachus, Gallipolis, O.; J. E. Zimmerman, Chillicothe, O.; O. B. Marvin, Findlay, O., and J. M. Neth, Eaton, O., visited dealers in Cincinnati last week.

Gebhardt Bros. gave their employees an outing the first Saturday in the new year, and this event proved most successful. They met at the office right after dinner and went to the Grand Opera House to see Robert Hilliard in "The Argyle Case." After the matinee, special cars took them to Heidelberg Inn, in the Kentucky Highlands, where they bowled and banqueted. Spreeing brought them back to the city. There were 42 people present. Victor Gebhardt presided as toastmaster.

Death cut short the courts attempt at justice in Cincinnati last week. Nicholas Eich, 50, watchmaker and manager of Joseph Mehrtens' retail jewelry store on Freeman Ave., who was arrested two weeks ago and charged with embezzlement of funds, died Thursday, the day before his case was to have been given a hearing. Eich was out on bond when he died, and it was stated that he had died of a cerebral hemorrhage. The coroner had given permission to the family to have the body embalmed, which would render a postmortem examination for poisoning futile. Some controversy was brought up at the coroner's inquest as to the cause of Eich's death. Mr. Mehrtens stated that he believed Eich had committed suicide because he was afraid to stand trial and had said to him: "Dr. Joseph Topmoller, who was called in to attend Eich, declared that he (Eich) was completely paralyzed before death which indicated poison, but that there was no outward appearance of poisoning. The coroner, after viewing the body, said that the indications were that Eich had died of a cerebral hemorrhage.

San Francisco.

Mel Cohen, who has been traveling for the Alphonse Judis Co., is no longer with the firm.

The Elston Jewelry Co. has announced that James Elston is no longer connected with the firm.

As a Christmas present to his son, A. Eisenberg, Jr., A. Eisenberg admitted him to partnership in the business of A. Eisenberg & Co.

William Meinhardt, northern traveler for the W. B. Glidden Co., is receiving the congratulations of his friends upon his recent marriage.

The business of O. F. Wittdorf, Grants Pass, Ore., has been turned over to his wife under bail of sale on account of Mr. Wittdorf being in bad health.

A. C. Deare, who was in partnership here with C. J. Anier prior to the earthquake in 1906, died in Phoenix, Ariz., on Dec. 27, at the age of 44 years. Funeral services were held here Jan. 4.

Henry P. Kuttner, son of Louis Kuttner, who was formerly manager of the manufacturing department of his father's optical business in the Phelan building, is now with Morgan & Allen.

John H. Drumgold, who announced some time ago that he was going out of the jewelry business in this city, has been filed for probate. The estate was valued at $10,000, is bequeathed to distant relatives. In 1906 he presented the Diamond Palace to his son as an Xmas gift, and since that time it has been under the latter's management.

E. C. Oehme, Pacific Coast representative of J. Hoare & Co., who does a big cut-glass business with jewelers, left for the southern part of the State a few days ago, after spending some little time in town. D. F., vice-president of the Hoare company, is expected here in the north-west by the end of the week.

The new quarters for the Alphonse Judis Co., on the fifth floor of the Mutual Bank building, are being put in readiness, and the move will take place after the C. M. A. convention, which demands a corporation not organized to operate in the State; also that it file a certificate of Trade on Jan. 5, at which time he arranged an extension of his obligations for $9,500 and liabilities of $5,182.50.

The Brilliant Jewelry Co., of this city, is a meeting of his creditors in the San Francisco office of the National Jewelers' Board of Trade, which will end up the affairs of Trade on Jan. 5, at which time he arranged an extension of his obligations for one year. His business is entirely solvent, assets being listed at $8,500 and liabilities of $8,182.50.

Among the out-of-town jewelers to call on the local trade recently were: John Hoook, Santa Rosa; Ben Gordon, Taft; D. Glueckman, Santa Rosa; W. E. King, Stockton; P. L. Seamos, Palo Alto; C. J. Noack, Sacramento; Max Noack, Santa Rosa; D. Holberg, Sacramento; H. H. Wiedenbeck, Red Bluff.

The will of the late Col. Abraham Andrews, founder of the Diamond Palace in this city, has been filed for probate. The estate, valued at $10,000, is bequeathed to distant relatives. In 1906 he presented the Diamond Palace to his son as an Xmas gift, and since that time it has been under the latter's management.

J. E. Lewis has taken on a new line, now acting as Pacific Coast representative of the H. N. Pervear Co., Providence. Mr. Lewis is again among the trade, after the accident to his left arm, but is still much incapacitated, having his arm in splints and his shoulder in a plaster cast, which he will have to wear for another week or two. He will probably not be back in the trade for some time, owing to the extent of the fracture.

The Brilliant Jewelry Co., of this city, is defendant in an action brought by the District Attorney in Portland, Ore., acting for the State Corporation Commissioner, charging violation of the State corporation law, which demands a corporation not organized in Oregon to pay a license of $100 in order to operate in the State; also that it file a statement giving information of the firm and its business. The complaint asks that the company pay $100 license fee and an additional $100 as a penalty for not complying with the law.

Atell & Wolff, retail jewelers at 739 Market St., have assigned to Arthur Elston. The assets will be sold immediately, and the estate reduced to cash. The concern claim merchandise and fixtures of $2,200, with liabilities of $3,500. Alfred Wolff was formerly employed by L. W. Cheney for four and a half years, and was previously with Leon Lazarus, of this city. Abe Attel, his brother-in-law, is a pugilist. They succeeded G. E. Gossman Sept. 1, 1912.
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St. Louis.

Louis Robin has been serving a jury in the Circuit Court during the past week. S. Ruby, president of the S. Ruby Jewelry Co., has been confined to his home by illness.

D. P. Richards, of the Maschmeyer-Richards Silver Co., visited friends during the past week in Kansas City.

Mack M. Burnstine left Jan. 11 on a trip through the south and west, expecting to be gone two or three weeks.

Harvey Hubbard, Texas representative of Weiss & Fassett, is here for a week getting samples for his Spring work. This is the first time he has been here since last May.

President A. Maschmeyer, of the Maschmeyer-Richards Silver Co., has gone to New York and the eastern factories to make purchases, and will be away about three weeks.

Morris Bauman, traveler for Weiss & Fassett, left Saturday for New York. Louis Bauman and David Felst, who represent eastern firms and make their homes in St. Louis, have also gone east.

W. C. Scott, of the St. Louis Clock & Silverware Co., spent the holidays hunting at the home of his father at Sulphur Springs. Ill. T. S. Simrall spent the holidays at his home at Sweet Springs, Mo. Lawrence Oberting hunted at High Hill, Mo.

Morris Eisenstadt, president of the Eisenstadt Mfg. Co., placed his seven-passenger touring car at the service of Policeman Frank Pearson Thursday and enabled the officer to overtake a man who was suspected of having stolen a horse and buggy.

The following out-of-town jewelers were in St. Louis during the past week: M. L. Greenhut, Lebanon, Mo.; T. L. Ferguson, Bonne Terre, Mo.; Elmer Collins, Sullivan, Ill.; Benjamin Rice, Tulsa, Okla.; Radier brother, Joplin, Mo.; J. Largeng __, Portageville, Mo.

William F. Geier, formerly of the Eisenstadt Mfg. Co., will hereafter represent a New York house. Keith Hubbell and Julius Langsdorf, it is understood, will go on the road for the Eisenstadt company. Both have heretofore been employed in the firm's establishment here.

In bankruptcy proceedings against Sam Gold, the receiver has been authorized to sell the stock and fixtures to the highest bidder for cash. Gold was formerly in business at 1344 Franklin Ave. He failed in November, with nominal assets of $22,000 and liabilities of $21,000.

The Illinois State Board of Pardons has refused to grant a pardon to William Upton, who was convicted in the Belleville Circuit Court a year ago of smashing a window at the jewelry store of T. C. Martin in East St. Louis and stealing two watches. The prosecution made a plea for his parole. The board refused the petition mainly because Upton, while in the Belleville jail awaiting trial, assaulted the warden.

The annual meeting of the stockholders of the Elliott Jewelry Co. was held at the office of the concern Jan. 2, and was followed by the annual dinner, given by--President J. Reed Elliott. The same officers were re-elected, as follows: J. Reed Elliott, president; Al P. Wolff, vice-president; Louis G. Sartor, secretary, and F. Kroeger, treasurer. The usual dividend of 6 per cent was declared, which is the same as last year.

The Eisenstadt Mfg. Co., the Bauman-Massa Jewelry Co., J. W. Cary & Co., the W. F. Kemper Supply Co., the Elliott Jewelry Co., the S. Lowenstein Jewelry Co., the H. A. Aller Jewelry Co., the Reeves Jewelry Co., Weiss & Fassett the Hoyt Jewelry Co., the Weidlich Jewelry Co., and the R. Lowenstein Jewelry Co. have signed an agreement to close their places of business at 1 P.M. on Saturdays, beginning Jan. 10 and continuing to Dec. 1. The agreement was circulated by W. F. Kemper, president of the W. F. Kemper Supply Co.

Mrs. Hannah M. Hess, mother of President George J. Hess, Director Rolla W. Hess and mother-in-law of Vice-President Stephen D. Culbertson, Hess & Culbertson Jewelry Co., died at the Culbertson home, 5069 Raymond Ave., Thursday, at the age of 85 years and 4 months, of Isaac Hess, who died in 1872. She was born at Wilmington, Del. She had been an invalid for many years. The funeral took place Saturday from the residence to Bellefontaine Cemetery. The services were conducted by the Rev. S. J. Nicolls, of the Second Presbyterian Church.

T. S. Simrall, of the St. Louis Clock & Silverware Co., has started on a trip through Texas. A. L. Blankenmeister, formerly of the Blankenmeister-Oberting Jewelry Co., has joined the traveling force of the St. Louis Clock & Silverware Co. His territory will be Kansas, Oklahoma and Nebraska. Lawrence Oberting has left on a trip through northern Missouri and Iowa. Leo Hammerschlag has started on a trip through Mississippi, Louisiana and Arkansas. Harry W. Mark has resumed his work as city salesman. George Oberting is traveling in southeast Missouri and Illinois.

M. Stiffelmann, president of the M. Stiffelmann Jewelry Co., explained last week that the filing of the suit, Dec. 10, by the Eisenstadt establishment at 500 16th St., in the Justice Lucie Luce's Court, against the Stiffelmann company for $96,27, mention of which was made in THE JEWELERS' CIRCULAR-WEEKLY, was a mistake and an injustice to the Stiffelmann firm, because the account sued on had been settled in full— at least a check for the account was written Dec. 6, Mr. Stiffelmann says, and passed through the clearing house on Dec. 9. The suit has not been dismissed, because the Stiffelmann firm, under the circumstances, is unwilling to pay the costs. A change of venue has been taken to another court and it will be decided there who is to pay the costs.

B. A. Rainwater, window artist for the Hess & Culbertson Jewelry Co., locked in the building by an electric burglar connection one evening recently, was held captive an hour by the electric burglar connection. He could have opened a door from the inside and walked out, but that would have set off the burglar alarm and brought a swarm of policemen about the building, and he did not want to produce that sort of a situation. He telephoned to the burglar alarm people and asked them to please come and let him out, but they did not know him and had no means of knowing whether his statement of the case was correct and did not care to assume the risk of releasing him. After a short telephone conversation with members of the firm it was finally established to the satisfaction of everybody that Mr. Rainwater was entitled to his liberty. The doors were opened and he hastened away to his over-dine dinner.

Denver.

W. L. Little has returned from a visit with his mother in Chicago.

R. F. Stewart, Loveland, was a Denver visitor last Thursday and Friday.

O. Brilliant is serving as a juror this week in the West Side Criminal Court.

Miss C. Johnson, of Kansas City, has accepted a floor position with H. H. Frumess.

Dan S. Park, Cheyenne, and Alvin Herman, Fort Huron, were Denver visitors last week.

Henry Ellithorpe, 45, a veteran jeweler of Colorado City and former Mayor of that place, died Wednesday, Jan. 7, after a long illness with a complication of diseases.

W. L. Mason, Denver, for many years traveling representative of Hayden W. Wheeler & Co., will open offices here within the next 10 days, carrying a general jewelry line.

E. C. Veysey, Boulder, announces the death of his father, Henry Veysey, at that place last week. His death was caused by a fever complication. He was 74 years of age and leaves two other sons besides Mr. Veysey to mourn his loss.

The Colorado State Horological Society held its annual banquet Tuesday evening. Jan. 6, at the Auditorium Hotel. Contrary to their usual custom, the members entertained their wives, sweethearts and friends. Everybody present reports a splendid time.

H. H. Frumess will give up his original store location at 620 16th St., on Feb. 1, and will consolidate with his jewelry establishment at 500 16th St. He reported that Walter Eldridge has secured a three years' lease on the location which Mr. Frumess will vacate.

Harry Hellerstein left last Thursday for a two weeks' trip to Butte, Granite Falls and other Montana cities, to see if he can find a location that will suit him better than Denver. He will return via Salt Lake City and Cheyenne. Mr. Hellerstein is now past 30, was born and raised in Denver and his present journey is his first away from the State beyond Cheyenne, Wyo.

The disappearance Jan. 6 of David Epstein, a jewelry salesman, and his alleged failure to account to his employers, the Morris Jewelry Co., 704 15th St., for almost $1,000 worth of diamonds and jewelry, has resulted in an order for his arrest and extradition issued by the district attorney's office charging Epstein with embezzlement. Chief of Detectives Leyden says his men have located jewelry, which they allege Epstein borrowed money, in a local pawn shop, he believes that Epstein has left the city and has notified the authorities in other places to watch for him.
Kansas City.

C. M. Kiger, of the C. A. Kiger Co., has left Kansas City on his Spring trip.

A. J. Shetawitz, a graduate of the Stuhl Institute of Watchmaking and Engraving, has left for Jonesboro, Ark., where he will have charge of the watch department of the Halleys Jewelry Co.

M. R. Blanchard, who has been in business at Cameron, Mo., for the past two years, has sold out to Sherman J. Sloan.

The latter, until recently, was connected with A. A. Le Brandt, also of Cameron.

The Wiener Jewelry & Loan Co. has moved to 1206 Grand Ave., giving up its old quarters at 1317 Grand Ave. The Standard Loan Co., conducted by Max Stern at 1206 Grand Ave., has moved to 426 E. 12th St.


After spending several weeks at headquarters, Fred M. Chamberlin, of the C. B. Heglund & Co., will leave on his Spring trip in the near future. Mr. Chamberlin has territory which requires six months to cover. It includes Montana, the Dakotas and southwestern States.

W. E. Stephens, a jeweler at 1119 Wyandotte St., has an overcoat and a broken display window to show for a recent incident. Mr. Stephens, who sleeps in the rear of the store, was awakened by the crash of a plate glass window. He seized a revolver and ran into the store. An intruder, who had smashed the window, fled, leaving his overcoat behind.

The Kansas City police have as yet made no arrests in connection with the robbery of the jewelry establishment of E. F. Ward, at 4218 E. 16th St. About $1,500 worth of loose diamonds were taken, as well as $150 in cash. Mr. Ward will continue in business, despite the heavy loss.

Mr. F. E. Hanson, county sheriffs, has been away from the store for a time on account of illness.

The lease on the store will expire in the near future, and it was decided to discontinue. Comrie & Brokaw, auctioneers, of New York, are handling the sale. Mr. Hayden now resides in Kansas City.

The Topeka, Kans., Daily Capital, has launched a campaign against requiring pawnbrokers, second-hand dealers and others in similar lines of business to file daily reports with the police showing the business transacted. According to a tentative ordinance, the pawnbrokers will be required to describe all articles taken in. The same would apply to second-hand men. The attitude taken by legitimate pawnbrokers will welcome such an ordinance, which would serve to set their business on a higher plane and lift it from much of the censure to which it is now exposed.

Henry Bais, 22 years old, recently pleaded guilty in the Wyandotte Circuit Court at Kansas City, Kans., to attempting to rob the jewelry store of Joseph Cohen, 329 Minnesota Ave., on Aug. 14, 1913, and was sentenced to 10 years in the penitentiary. The trial was the aftermath to one of the most daring attempts at robbery noted in this section for years. The jewelry establishment was in charge of Gilbert A. Helzberg, a nephew of Mr. Cohen, when Bais entered. He covered Mr. Helzberg with a revolver. The young jeweler engaged in a hand-to-hand struggle with the desperado, one shot being fired. A neighbor came to the jeweler's assistance and Bais was overpowered. No jewelry was taken.

Detroit.

James H. Garlick went to Toronto last Friday on a pleasure trip.

Jacob Schreidel has opened a new store at 440 Oakland Ave., having removed from Gratiot Ave.

Hugh Nowlin, Hadley, was here recently to buy goods. J. T. Eddington and F. J. Titus, Pontiac, were also recent visitors.


The following: A. Rosenfield, Leavenworth, 426 E. 12th St.

The Detroit Jewelers' Board of Trade met Friday evening at the Edelweiss Cafe and had a pleasant supper and a short business meeting, after which the members adjourned to the Wheelmen Club and spent a jolly evening with bowling as the principal attraction. A committee was appointed to draw up the earlier Thanksgiving resolutions and to further the movement in this regard.

David Zimmern, of Henry Zimmern & Co., New York, was a guest of the Detroit wholesale merchants at this meeting.

George Kline, alias "George Miller," who says he is from Philadelphia, threw a brick through the show window of Nathan Rose's jewelry store at 214 Randolph St. Tuesday morning of last week. A newsboy who saw him called Policeman Fred Grogg, and the officer arrested Kline. A weapon was taken from the man, and in the quarters a second gun was found on him. He asked for his release on the ground that he had not shot the officer when he might have done so had he been so disposed. Later he was recognized as George Miller, a noted burglar. He offered a plea of guilty in police court, but was bound over to the recorder's court for trial.

Daniel E. Bancroft, the jeweler and watchmaker who fled the city and was brought back under arrest, has been much in the public prints since. It develops that one of the pawnbrokers called theattention of the police a year ago to the pawnings of articles belonging to others. He satisfied detectives at that time by telling them that various persons did not want to go to pawnshops themselves but brought goods to him to have pledged for them. A total of $1,947.00 in loans from pawnbrokers has been discovered. The interest paid by Bancroft was exorbitant, he says. He claims that the loan sharks and pawnbrokers ruined him. He began pledging his customers' goods when business was bad and his rent was raised, and kept on until the interest had put him where he had no chance to get even again. Friends of Bancroft will make a hard fight to get him free. They have perfected several inventions in his line. He states that he believes Detroit, as the automobile center, to be a logical diamond market.

The Detroit Jewelers' Board of Trade met Friday evening at the Edelweiss Cafe and had a pleasant supper and a short business meeting, after which the members adjourned to the Wheelmen Club and spent a jolly evening with bowling as the principal attraction. A committee was appointed to draw up the earlier Thanksgiving resolutions and to further the movement in this regard.

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Los Angeles.

A. B. Watson has closed his Broadway store and now has its entire stock at 297 S. Spring St.

Louis H. Jacques, optician with the Enriques Jewelry Co., spent the holidays in Los Angeles.

David Pudlin has started out again on the road for the material department of the Meyer & Siegel Co., Okland, Calif., and Herbert Brandt, of the E. Bastheim Co., is home after a visit at his old home in Oakland and in San Francisco.

A. R. Herron, credit man for the E. Reynolds Co., and Miss Lula Ross, of this city, were married on New Year’s Day.

E. J. Phillippi, former jeweler and optician in Riverside, has, with his wife, been spending a short time in Los Angeles.

C. H. Smell, head of the optical department of the E. W. Reynolds Co., has been confined to his home by sickness for several days.

S. W. Lindsay, formerly in business for 24 years in Omaha, Nebr., has disposed of his business there and has started a store at Ontario, 40 miles east of this city.

W. B. Kelly has returned from San Diego, where he visited the store of the E. Bastheim Co., and expects to put his force at work Jan. 15 taking the annual inventory. The traveling salesmen will start out about Feb. 1.

The bankruptcy of Meyer & Siegel caused some embarrassment to the firm of Myer, Siegel & Co., a women’s furnishing house of this city, through the similarity in the firm name.

F. E. and Arthur Turner, traveling salesmen for the E. W. Reynolds Co., are planning to start out on the road in a few days. Frank Sterling, of the material department, has already started.

A. J. Dutton, Porterville, who has been spending several days in Los Angeles, reports having had a successful holiday trade and that the prospects for the coming year are good.

William Fulton, manufacturers’ agent, located at San Francisco, has been calling on the trade here. Richard Robinson, representing the Shiman-Miller Mfg. Co., New York, has also been here.

W. B. Kelly has returned from San Diego, where he visited the store of the Kelly & Beze Co., of which he is the senior partner. He says he found the outlook for business for the coming year very encouraging.

Louis Burger, an auctioneer, has returned after several weeks spent in Reno, Nev. He recently completed a successful sale for Pugh & Thurber, Porterville. Mr. Pugh is retiring from business. Mr. Thurber will continue the business alone.

The R. E. Lomax Co. is having a balcony built in the rear of the new store at 307 S. Spring St. The balcony will be used to accommodate the office force. The shop will be upstairs. The management now expects to be able to move its entire business to this store by the middle of January.

Feagans & Co. are retaining the same force of men before the holiday rush. Theodore D. Smith, Jr., head of the stationery department, will, however, retire from this company Feb. 1 to take charge of the jewelry store at Oakland, Cal., and J. G. Rogers, head of the repair department, will go to the Carl Entemann Jewelry Co. on Feb. 1.


It is thought by some that the mystery connected with the murder of C. E. Pendell, a wealthy Los Angeles diamond broker, in June last has been solved by the confession of Burr L. Harris, a negro sentenced to hang on Feb. 13 for the murder of Mrs. Rebecca Gay, of this city. After Harris’ conviction, and while on the way to the death house, he voluntarily confessed to the sheriff that he was guilty of the Pendell murder. He said he told Pendell he wanted to buy a diamond. When Pendell turned him he hit him over the head with a brick, covered with paper and rags. Then he dragged him into the rear room and wrapped his head in a pillow that was on the lounge so that he would make no noise. He then selected what jewelry he wanted and escaped. He claimed to have buried the jewelry in the country, but did not give the sheriff sufficient definite information to enable him to locate it. He gave no reason for making the confession except that he wanted to get off his mind. Other officers who have been investigating the Pendell case doubt the truth of Harris’ confession, believing that he invented the story in order to be brought back to this city to locate the stolen jewelry and possibly get an opportunity to escape. Pendell was brutally murdered in his offices, his skull being fractured by a blunt instrument, and diamonds worth $4,000 were stolen. He was an especial friend of Sheriff Hammell and was one of the sheriff’s bondsmen.

Trade Gossip.

C. F. Rumpf & Sons, Philadelphia, Pa., who have a New York office at 683-685 Broadway, have issued a neat folder illustrating the sanitary collapsing drinking cups handled by this concern.

On the occasion of the 50th anniversary of the firm of Jacobson Bros., cutters and importers of diamonds at 170 Broadway, New York, a metric system calculating table has been compiled for a souvenir of the occasion. The table runs from 1/100 of a carat to one carat and in price from $10 up to $495. The table is bound in leather covers, and also contains the old weights in 4ths and the new metric equivalents.

The jewelry firm of Proegler & Zerweck, Kankakee, Ill., has been dissolved. A. M. Zerweck, St. Louis, Mo., purchased Walter Proegler’s interest, by reason of the fact that the latter has out-of-town interests to which he has been giving some time to give his undivided attention.

Pacific Coast Notes.

J. C. Seebold, formerly located at Coro- nado, has moved to San Diego, Cal. Thos. Yates has been succeeded in Huntington Beach, Cal., by Mrs. J. Parker.

Fred B. Hurd has been succeeded in business at El Centro, Cal., by the Crescent Jewelry Co.

The Howell Jewelry Co. has moved to new quarters in Elko, Nev., where it has better facilities.

F. A. Simmons and wife, New York, were recent guests at the Golden Eagle Hotel in Sacramento, Cal.

It is reported that E. B. Wheat, who recently disposed of his business in Astoria, Ore., plans to make his future home at San Pedro, Cal., where he will open a store.

Lars. Shaker, Redondo, Cal., has announced his intention of retiring from business, after being connected with the trade for over 30 years. He points out his stock, he offers his lease and fixtures for sale.

The stock of the late C. F. Howell in Redley, Cal., was purchased a few days ago by Steen Hagan and Jas. P. Crosby, of that city, from the administratrix of the estate and is being closed out at special sale.

The charges against Geo. Knox, druggist of Sacramento, Cal., alleged to have made misrepresentations in advertising a jewelry sale prior to the holidays, were dismissed in the police court on account of insufficient evidence.

Pacific Northwest.

O. M. Johnston has bought out M. A. Rose in Colfax, Wash.

Winifred S. Morley, Seattle, Wash., has been succeeded by Chas. Riskin.

E. J. Hyde, Spokane, Wash., was married to Mrs. Anna Nebergall at Coeur d’Alene, Idaho, a few days ago.

A complaint has been filed against F. Friedlander, Portland, Ore., on a charge of misleading advertising. The complaint re- lates that he advertised “brass and silver bracelets, one dozen fobs, nine lockets, two dozen rings, one dozen cuff links and three watches.”

It looks as if jewelry auctions are to continue under the ban in Portland, Ore., as the City Commission has again denied a petition by L. C. Henricksen to be allowed to conduct an auction sale at his place of business on Washington St. The same action was taken by the commission a couple of weeks before Christmas, and the jeweler brought suit in the State Superior Court to compel the commission to issue him the license, but the Court decided in favor of the city. In making the second application for a license, Mr. Henricksen stated that he believed there would be no objection to granting such a permit after the holiday rush.
THE JEWELERS' CIRCULAR-WEEKLY

Milwaukee.

TRADE CONDITIONS.

Milwaukee jewelers are more satisfied with the business they have received this season, and practically every firm reports that sales were much heavier than had been anticipated earlier in the year. It is believed that the sales will be increased by the success of the dealer in furs and clothing, but it is difficult to say by how much. A single point per cent. increase in the 1913 crop is still in the hands of farmers, and this is pretty sure, it is thought, that there will be plenty of money available later.

C. H. Koch, of this city, has executed a deed of trust. The liabilities are reported to be about $3,300.

TRADE CONDITIONS.

The jewelry store of E. F. Rohn, 274 W. Wisconsin Ave., has damaged slightly by water recently as the result of a fire in the clothing store of the J. J. Kraus Co., located in the floor above the jewelry establishment.

News has been received in Milwaukee that Ora Brodt, Bloomington, Wis., has disposed of his stock of jewelry to Frank Riese, who is now in charge of the store. Mr. Riese had been in the employ of Mr. Brodt for some time.

Jacob Meiner, Jr., who had been adjudicated a bankrupt, has petitioned the Court for a discharge from his debts and creditors are notified that a hearing will be held on Feb. 14 at 10 A. M. in the United States District Court in Milwaukee on the petition.

The regular meeting of the Milwaukee Jewelers' Club will be held at the Hotel Blatz on Jan. 14, when the usual banquet will be given. Steps will be taken at this meeting to formulate some plan by which the members can cooperate in getting together to plan and sell the annual supply of furs and clothing, which will be on the market from January to March. There is a good mail order business during the last 10 days, the wholesalers say.

Samuel Trattner has moved into a new home in Brookside Ave.

Robert Feller has recently taken a position with his father, Louis Feller, a jeweler in the Judd-Gross Co. after a few weeks' illness. Mr. Dyer visited Noblesville and Havana, Fla. Later he will return to Toledo and resume his optical business.

Charles B. Dyer has been asked to design and make a trophy from the residue of trophies and medals that were melted by the Wisconsin law before the Jewelers' Mutual Fire Insurance Co. of Wisconsin can be formally launched.

Indianapolis.

TRADE CONDITIONS.

There has been a good repairing business since the Christmas holidays and this has made up, in a measure, for the small retail jewelry trade. All of the jewelers say that the repair departments have about all of the work they can handle. The wholesale jewelers say that they are having a good business, considering the time of year and that the general outlook for the future is very encouraging. Everyone expects the houses will have their travelers on the road by the middle of January. There is a good mail order trade during the last 10 days, the wholesalers say.

The armory of the Indiana National Guard was burned here a few days ago. The armory had one of the finest collections of trophies and medals ever awarded in rifle meets, and the collection was valued at thousands of dollars. The collection was in a huge case. The melted silver is now to be made into a trophy, on which will be inscribed the various occasions for which the medals were given. The trophy probably will take the form of an artistic silver plaque mounted on ebony. Mr. Dyer visited Noblesville and Lafayette last week on business.

Toledo.

Wm. Dawson is again at his post in the Judd-Gross Co. after a few weeks' illness.

Among retail jewelers in the city last week were: A. P. Wood, Forest; J. F. Riezler, who is now in charge of the store; Mr. Riese had been in the employ of Mr. Brodt for some time. Jacob Meiner, Jr., who had been adjudicated a bankrupt, has petitioned the Court for a discharge from his debts and creditors are notified that a hearing will be held on Feb. 14 at 10 A. M. in the United States District Court in Milwaukee on the petition.

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Toledo.

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J. Prochaska, optometrist and jeweler, formerly located at 108 Summit St., has disposed of his business. He will spend the Winter and until April 1 at Miami, Fla. Later he will return to Toledo and resume his optical business.

Nate Epstein leaves this week for Chicago, his western trip. J. F. Rosenberg has started on his Michigan trip. Sol Klein is in Indiana. R. Rosenberg and D. H. Epstein are traveling over Ohio and Indiana. All are salesmen for the Epstein, Rosenberg & Klein Co. Susppected of having been implicated in the recent burglaries of jewelry establishments in this city, Detectives Cairi and O'Reilly of the local police force on Wednesday arrested two suspects. A large amount of plunder was recovered, and included a large quantity of jewelry. Part of the supposed loot was found in the suspects' houses. Among jewelers robbed within the past few weeks was Wm. H. Broer.

A romance which had its beginning within in the Judd-Gross Co.'s jewelry store, at 231 Summit St., is responsible for the announcement of the engagement of Miss Mabel Alt, that so much was said of the concern, and Elmer Schneider. Mr. Schneider until November last was one of the Judd-Gross Co.'s salesmen, when he left them to accept a position with the Merrill & Broer Co. Their marriage will be an event of early Summer.
Baltimore.

Charles Despeaux, a casemaker, is back at his shop again after several days’ illness.

I. J. Braun has given up his optical parlors in the Arcade building and has removed the same to his store at 428 E. Baltimore St.

Geschieder Bros., 701 N. Gay St., gave a banquet to their employees and friends last Wednesday night at the Hotel Renner.

About 300 guests were present.

Justice Stahn, the jeweler and optician of 506 N. Ensor St., has been suffering from a general breakdown for some five weeks, but is now on the road to recovery.

Paul & Lipman, who recently opened a retail store on E. Pratt St., have dissolved partnership. Mr. Paul will continue the business there, while Mr. Lipman will return to J. Braun with whom he was associated formerly.

About 5 o’clock one afternoon recently thieves smashed the plate glass window of the store of R. J. & L. Noonan, 327 N. Eutaw St., and got away with a quantity of jewelry. R. J. Noonan lives next door and remembered hearing the crash but paid no attention to it. Patrolman West, in making his rounds, noticed the smashed window and notified Mr. Noonan. Thinking the burglars would return the officer secreted himself, but finally gave up the search and reported the case to the station. Patrolman West then went out and found the suspect in possession of the stolen goods.

John Tagg, a local jewelry salesman, lost a case containing between $600 and $1,000 worth of jewelry, when a shoe shining parlor he conducted at 709 W. 33d St. was set on fire during a scuffle between two men. The place was burned to the ground so quickly that Mr. Tagg had no chance to get behind a counter to secure the box containing the jewelry. The argument between the two men started over a trifling contention, and soon ended in a fight in which they both threw oil into a stove, and the burning oil sent a sheet of flame over the entire place almost instantly. The two men were arrested. Mr. Tagg’s case contained a quantity of watches, bracelets, stickpins, tie clasps, chains and the like.

Last Sunday afternoon six men were arrested in the jewelry store of Samuel Siev, 957 N. Gay St., on the charge of gambling on Sunday. All were taken to the Northeastern police station and locked up. The police had evidently suspected that gambling was going on, for they planned to raid the place in citizen’s clothes. Six policemen surrounded the place while Sergeant Kirby went into the store and represented himself as a railroad man, asking to see a watch which he had left there a few days previous. He was allowed to enter the store and declared he saw the six men in there gambling. He told them quickly that they were under arrest and signaled for the other policemen.

The will of Jacob Castleberg, the well-known Eutaw St. jeweler, who died on Dec. 27, was filed for probate in the Orphan’s Court this week. He made many charitable gifts to church and benevolent institutions and to his servants, also remembering his sisters in Russia. In providing for the disposition of his jewelry interests in Baltimore, he directed that it shall be wound up in accordance with the terms of the partnership, and his interests paid in cash. In disposing of his interests in the Baltimore store, conducted under the same name, he provided that it should be disposed of as his executors saw fit. He made provision that his son, Joseph Castleberg, shall be given preferential right to purchase his father’s interests in this business. He gave $10,000 each to his four daughters, Mrs. Minnie Willman, Mrs. Sallie Meyers, Mrs. Rose Heller and Mrs. Stella Rodman. The remainder of his estate he provided shall be divided into six equal parts, one part each to go to his six children. He named his sons, Henry and Joseph, as executors of his will without bond. The will was drawn on Nov. 15, 1909.

Washington, D. C.

Tony Maggio and Wm. Leroy, who are alleged to have robbed the store of Charles Schwartz, 824 7th St., of $1,500 worth of jewelry last November, have been indicted by the grand jury on charges of house-breaking and assault. The men were arrested while attempting to dispose of the jewelry in a Baltimore pawnshop.

The board of governors of the Retail Merchants’ Association has been informed plans for the development of the credit and collection bureau of the association that are expected to put the Washington organizations in the forefront among retail merchant bodies of the United States. The association has become the clearing house for the merchants of Washington, it is declared, in matters affecting retail merchandising. Appreciating the impetus that retail merchant organizations are experiencing throughout the country, the local association is considering plans for the organization of a local association.

The suit of Jas. A. D. Ketner vs. Wm. A. Pennoyer for a dissolution of the partnership of the Wm. A. Pennoyer Co., conducting a jewelry business at 707 9th St., has been dismissed. The partners have settled their difficulties out of court, it is stated, and will continue the business as heretofore. Ketner and Pennoyer opened the business last November under the firm name of the Wm. A. Pennoyer Co. The suit to dissolve the partnership was filed last week by Ketner, who alleged he invested considerable cash in the business and asked that a receiver be appointed to wind up the company’s affairs. Attorney Marion Duckett filed the bill.

A young man, who described himself as Ralph A. Coney, 21, of 158 W. 96th St., New York, was convicted in Police Court recently on a charge of stealing a $30 stickpin from the store of Berry & Whitmore, 11th and F Sts., and was fined $50 with an alternative of 90 days in jail. Coney was arrested in the jewelry store last Thursday. He was brought to head-quarters, photographed and measured, but the police failed to find a record of a previous arrest in the National Bureau of Criminal Identification. They believe he is new at the "pennyweight" game. William C. Groverman, the clerk who waited on Coney, testified that he saw Coney palm the stickpin and notified Mr. Berry, who detained Coney until the arrival of a policeman. He stated that the young man attempted to put the pin back on the counter. Coney declared that he had no intention of stealing the pin. He asserted that he had wanted to buy a stickpin for a trinket for Christmas, but did not have the money at that time. He said he was holding the pin against his glove to see the effect of the diamond against a black background.

Judge Pugh held that the prisoner had attempted to steal the pin. "You were caught in the act of palming it, and then tried to put it back," the court said.

Louisville, Ky.

TRADE CONDITIONS.

The jewelry trade in this city is experiencing very good business just now, and conditions always immediately succeeds the holiday season apparently immediately off much more rapidly than usual. Little business in diamonds, in vellum and the general lines are all reported to be selling unusually well, considering the season, and the jewelers are, on the whole, very well satisfied with current business, as well as with prospects for the near future.

L. Huber & McGill will take the annual inventory about Feb. 1.

D. Roth is planning to remodel his store to some extent, and there have been some papering and other improvements made.

George Kendrick, of William Kendrick’s Sons, had the misfortune, as it is generally regarded, to be drawn on the jury in the criminal branch of the Circuit Court last week and will be kept in that service for two weeks.

Stock-taking is in progress with the Letzler-Lorch Co. The company reports that collections have been unusually good this season, jewelers paying the manufacturers well because retail collections have been good. Mr. Lorch will make a trip through western Kentucky and the southern states beginning Jan. 15.

An auction sale will begin shortly at the C. F. Barnes & Co.’s store for the purpose of cleaning up some of the firm’s old stock and realizing funds with which to meet the notes given to creditors under the recent composition of the bankruptcy case. Afterward the business will be continued at the old stand in the usual way.

R. Baude, one of the Market St. members of the trade, has been confined to his home for several days with rheumatism, his absence being his first from the store in a long time. His store, C. Freibauer, has been compelled to postpone beginning his jewelry course at the Bradley Polytechnic School, at Peoria, Ill.

Rodgers & Krull designed and had made for Charles J. Cronan, the new sheriff of Jefferson County, one of the handsomest badges ever worn by a local official. It is of gold, set with diamonds, consisting of four clusters of seven stones each, set in platinum. There are also seven solitaires. Mr. Cronan also received a large chest of silver from friends, the set consisting of 60 pieces.

THE JEWELERS’ CIRCULAR-WEEKLY

January 14, 1914
Philadelphia.

A. L. Proud, 717 Sansom St., is making alterations to his show rooms.

Mr. A. J. Gannon Co., silversmith, 1904 Chestnut St.

F. B. Wallen, Camden, N. J., has presented his employer with one extra night off each week. Instead of two nights, the employer will have three nights to themselves each week.

United States Senator Bois Penrose is expected to deliver an address to Philadelphia jewelers at the next meeting of the Sansom St. Business Men's Association in the Continental Hotel.

The business formerly conducted under the style of D. Atlas & Co., Joseph Spiegelman having an interest in the business.

John L. Streadman, who conducted a jewelry store in Allentown, Pa., for many years, died while visiting relatives in Mauch Chunk, Pa. He was 72 years old.

Mr. Streadman was a frequent visitor to old friends, being en route to Hanover, Pa., to visit his former home.

John N. Fisher, who recently closed out his jewelry business at Gap, Pa., has gone to Jacksonville, Fla., to remain until Spring. He may probably locate there.

A. F. Dusel, of the E. Howard Watch Works, Waltham, Mass., has returned to that place after an extended visit to Lancaster with his wife.

Earl Gitt, Chestertown, Md., stopped over in Lancaster a few days ago to see old friends, being en route to Hanover, Pa., to visit his former home.

Robert E. Miller, local advertising manager of the Hamilton Watch Co., has been invited to deliver an address before the Cleveland (O.) Advertising Club.

John N. Fisher, who recently closed out his jewelry business at Gap, Pa., has gone to Richmond, Va., to take the position of head watchmaker in another store.

At a meeting held Jan. 7, the Board of Trustees of Franklin and Marshall College, Charles F. Miller, president of the Hamilton Watch Co., was elected to fill a vacancy on the board.

Horace B. Brubaker, York, Pa., recently watchmaker at Mrs. Alida Smith's jewelry store at Johnsonburg, Pa., has gone to Jacksonville, Fla., to remain until Spring. He may probably locate there.

R. K. Kant and Charles E. Foose, traveling representatives of the Non-Retailing Co., spent part of last week on a pleasure trip to New York, from which place another of the company's representatives, F. A. Wheeler, had just returned to Lancaster.

James B. Michael, who has been residing here for several years, left on Jan. 7 for St. Louis, where he will take a position with the same jewelry firm for which he was salesman before coming to Lancaster. He is the head of the concern of A. Simon & Sons.

Mr. and Mrs. A. Simon, 136 S. 13th St., celebrated their 30th wedding anniversary on Jan. 9. The celebration was attended by many relatives and covers were laid for 90 people. Many tokens of regard were bestowed upon Mr. and Mrs. Simon, among which was a handsome chest of silver from their children. Mr. Simon is the son-in-law of A. Simon & Sons.

Mr. Simon, who is the owner of the Palace Jewelry Co., 901 Market St., and Tiffany's, 905 Market St., was arrested on a charge of receiving money under false pretenses and held in bail for court. It is alleged that a ring was sold in one of his stores guaranteed to be pure gold and set with a genuine ruby for $12. Upon exam-ination the police say the ring was nothing but a brass band with a cheap glass setting.

It is expected that an offer of settlement will be made to the creditors of John C. Fenton, and the Mini Arcade building, some time this week. According to Fenton's attorney, B. I. De Young, 811 Betz building, no satisfactory agreement was reached with the creditor's committee during last week. Mr. De Young expects to have a statement ready on Thursday. The liabilities are said to be $11,000, while the assets are estimated at between $4,000 and $5,000.

Lancaster, Pa.

Charles L. Miller has been elected a member of the Board of Directors of the Lancaster Chamber of Commerce.

Robert E. Miller, who conducted a successful business there, has returned to that place after a two weeks' visit to his old home.

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Association Notes.


According to the information just sent out by E. M. Schwenke, New Richland, Minn., the optometrists will meet at the same place Feb. 23 and 24, and will join the banquet on the evening of the latter date. A much larger attendance is expected than at any previous meeting.

A retail jewelers' association was organized at Schenectady, N. Y., Jan. 6 at a meeting in the Board of Trade rooms.

The object of the organization is to promote the interest of the members of that city. The following officers were chosen: President, William C. Clark; vice-president, William D. Joseph; treasurer, Samuel Granhart; secretary, Ray Connor.

One of the first moves of the new association will be to advocate the closing of all jewelry stores on Friday evenings at 6 o'clock.

The South Western Michigan Jewelers' Association will meet at Kalamazoo on Feb. 2, at which time it is expected that men of national prominence in the jewelry trade will deliver addresses of interest to the trade. Among those who have been scheduled for this meeting is Colonel John L. Shepherd, of the Keystone Watch Case Co. He will speak on the subject of "Guarantees." Another speaker will be Andrew Toppel, of Detroit, president of the Michigan Retail Jewelers' Association, who is an ardent association worker and a successful business man. His address will be one on "How Associations Benefit the Jeweler." Hugh Connolly, also of Detroit, will speak on the subject of "Business Efficiency." Mr. Connolly is a brilliant and forceful speaker and is much sought after to address meetings of business men.

The "Right Way to Figure Profits and Percentage" will be explained by Mr. Connolly in the Michigan State University. This speech will also be worth going miles to hear. All of the addresses will be along the lines most of interest to the retail jewelers and none in this section should lose the opportunity of attending the convention.

January 14, 1914.
Meriden, Conn.

Philip J. Handel, president of the P. J. Handel Co., has been granted a patent on a glass ash tray by the Watrous Mfg. Co. (factory P of the International Silver Co.), Wallingford, Conn., resumed operations Wednesday morning.

Richard E. Clark, of the International Silver Co., left on Jan. 3 for Lynn, Mass., where he will be the guest of Edward E. Desmond.

George E. Savage, president and treasurer of Manning, Bowman & Co., accompanied by Mrs. Savage, left Friday morning for Eustis, Fla. Mr. and Mrs. Savage will remain there a few weeks.

George E. Savage, president and treasurer of Manning, Bowman & Co., was elected a trustee for three years at the annual meeting of the First Congregational Church, held last Thursday evening.


Among the imports listed at the Customs House this past week were three cases of metal trays by the steamship California from Liverpool for the International Silver Co., of this city, and two cases of metal articles on the same steamship.

Charles D. Morris, assistant treasurer and comptroller of the R. Wallace & Sons Mfg. Co., Wallingford, Conn., was elected chairman of the board of finance of that town at a meeting called for organization last week Monday evening.

Captain William A. Bliss, president of the E. A. Bliss Co., jewelry manufacturers, commanded Company Q in a tactical fight last Saturday afternoon on the roads and fields to Cheshire, Conn. Upon arrival at Cheshire dinner was served at Scott's Inn.

Among those on the list of nominees posted by the nominating committee of the Highland Country Club is George H. Wilcox, president of the International Silver Co., for the office of vice-president of the club. The annual election will take place on Feb. 2.

Arthur E. Hobson, superintendent of the Barbour Silver Co. (factor A of the International Silver Co.), sailed Tuesday of last week on the New York for a two months' business trip in the interests of the company, Mr. Hobson's destination being in England.

Richard L. Tittel, for the last 15 years employed in the shipping room of the Meriden Britannia Co., died at his home, 15 Hickory St., Sunday morning, Jan. 4, of a complication of diseases. Deceased was 69 years of age. He leaves his widow, four daughters and four sons.

Edward Chudy, an employee of Foster, Merriam & Co., is the first beneficiary in this city to receive compensation for the loss of his fingers under the new law, Mr. Chudy having caught his right hand in a power press at the factory last Wednesday morning.

Charles Brooks, for several years with the Edward Miller Co., of this city, has

resigned his position to enter the employ of the Weidlich Bros. Mfg. Co., making silver novelties and jewelry. Mr. Brooks's new position will be that of superintendent of the factory at 154-156 Macomber Ave. and Florence St., Bridgeport, Conn.

A certificate was filed last week at the Secretary of State's office in Hartford by the Rockwell Silver Co., 35 Maple St., this city, increasing the capital of that company from $20,000 to $30,000. The company has issued 400 shares of preferred stock as a result of the notice of increase. The subscribers are Weir, Rockwell, Lucien Rockwell and James W. Mackay.

John J. Carroll, employed at the jewelry factory of the E. A. Bliss Co., was painfully injured about the hip on Jan. 3, when a passenger train backed into a trolley car in which he was sitting and threw Mr. Carroll into the aisle. On Monday of last week he was taken to the Meriden Hospital. Mr. Carroll was the only one hurt of the 22 passengers aboard the car.

Mr. George H. Wilcox, president of the International Silver Co., was re-elected treasurer of the Meriden Yale Alumni Association at its annual meeting and dinner held at the Highland Country Club Jan. 2. President Wilcox is a member of the committee in charge of raising money by popular subscription for a scholarship for a deserving young man who wishes to go to Yale College.

George Ohl, superintendent of the sterling silver department of the Meriden Britannia Co. (factory E of the International Silver Co.), observed the anniversary of his birth Wednesday. Mr. Ohl is a native of Brooklyn, N. Y., and came to this city in 1896, locating at factory E. He was promoted to his present position in 1898. He is a member of the Colonial and Home Clubs of Meriden.

James U. Foster, who held a position with the Meriden Britannia Co. (factory E of the International Silver Co.) for 94 years, until his retirement from active life several years ago, died suddenly of heart disease Thursday morning in the yard of his residence, 187 Crown St. Mr. Foster was 84 years old and is survived by his widow, two sons and one daughter. He was a charter member of St. Paul Universalist Church, of this city.

Edgar W. Polsey, employed at the E. A. Bliss Co., jewelry manufacturers, and a brother of C. E. Polsey, vice-president and treasurer of that company, died at his home, on Breckenridge Ave., Friday morning, after a seven months' illness. Mr. Polsey came to this city 20 years ago from active life. He was married several years ago, died suddenly of heart disease Thursday morning in the yard of his residence, 187 Crown St. Mr. Foster was 84 years old and is survived by his widow, two sons and one daughter. He was a charter member of St. Paul Universalist Church, of this city.

Clifford W. Leavenworth, treasurer and a director of the R. Wallace & Sons Mfg. Co., Wallingford, Conn., read the report of the trustees at the annual meeting of the Wallingford Congregational Church, held last Thursday evening, at which Frank A. Wallace, president and a director of the R. Wallace & Sons Mfg. Co., was highly praised for his work in taking charge of the subscription fund to repair the church.

At the annual meeting Anthony W. Hall, a retail jeweler, 200 Center St., was elected treasurer of the church.

At the annual meeting of the Meriden Cemetery Association, held last week Monday afternoon, George M. Curtis, treasurer of the International Silver Co., was elected president of the association for the ensuing year. President Curtis announced that services will probably be held in the newly erected Hubbard Memorial Chapel at Walnut Grove Cemetery after February. The handsome chapel was built in memory of the late Walter Hubbard, of the Bradley & Hubbard Mfg. Co., of this city.

New Haven, Conn.

Harriss Whitemore and John P. Elton, receivers for the New England Watch Co., Waterbury, Conn., have advertised the sale of the plant and machinery of the concern. The action was taken in accord with instructions from the Secretary of State's office in Hartford.

The third annual banquet of the executives and officers of the New Haven Clock Co. was held Tuesday night, Jan. 6, at the Capitol Hotel. C. W. Lindley acted as toastmaster and speeches were made by Walter Camp, president of the company; Vice-President G. E. Stevens, E. P. Root and George E. Stevens. The entertainment was furnished by professional singers, a sleight-of-hand performer and a ventriloquist, and music was furnished by an orchestra.

John H. Durant, a prominent jeweler in this city, who has been connected with the trade a year over half a century, is selling out his stock preparatory to retiring from business on May 1. Mr. Durant enjoys the respect and esteem of a wide circle of friends and acquaintances in this section and retires with a well earned competency. He began in the jewelry business with his father, who was for many years a jeweler in England. He came to this country when a young man and was for a year and a half in business in New York. Afterward, for a year, he was a repairer and salesman in the store of the late Geo. R. Streeter, and for the last four years has been in business for himself. Having reached the age of 65 years he feels entitled to a rest. He has visited England several times in the last 25 years and will probably make a tour of Great Britain and the Continent during the coming season.

The robbery of the jewelry store of William Leys & Co., Newport, R. I., a few days before Christmas has been charged to a seaman connected with the local school at the naval training station. The man was arrested by the naval officials, who telegraphed to Washington for permission to turn him over to local authorities. More than $500 worth of jewelry, including several watches, was stolen from the Leys store. The arrest came after the pawing of a watch worth $100, which was said to have admitted selling to the man who pawned it. Much of the loot was recovered by information given by the man. Some of the naval authorities said he implicated two other seamen in his story of the robbery.
Hartford, Conn.

The Mamross clock spring factory, Forestville, Conn., resumed operations on Jan. 1, after a week's shutdown for inventory. Merton W. Bassett, a retail jeweler, 1007 Main St., has transferred his property on Kent St., to John P. Mahoney, of this city.

The plant of the Sessions Clock Co., Forestville, Conn., which has been closed for repairs and the annual inventory, reopened on Monday.

The Dunbar Bros. Co., clock spring manufacturers, Bristol, Conn., has purchased a parcel of land adjoining the company's premises from Sarah A. Dunbar.

The factories of the Seth Thomas Clock Co., Thomaston, Conn., resumed operations Jan. 5 after a 10 days' vacation. The company has adopted a 56-hour-a-week schedule.

The William L. Gilbert Clock Co., Winsted, Conn., resumed operations last week Monday after a 10 days' shutdown. The eight hours a day schedule in force prior to the holiday vacation will be continued.

W. T. Woodruff, president of the Seth Thomas Clock Co., Thomaston, Conn., and Thomas D. Bradstreet, of that company, were among those who attended the recent dinner of the Chamber of Commerce at the Hotel Elton, Waterbury, Conn.

Merton W. Bassett, a retail jeweler, 1007 Main St., has been appointed local inspector of watches owned by employees of the N. Y., N. H. & H., the appointment having been made last week in New Haven, Conn., by the company.

The copper loving cup presented to the winner of the Burroughs adding machine contest in this city recently was furnished by the retail jewelry firm of the P. H. Stevens Co., 69-65 Pratt St. The trophy was manufactured at the Heintz Art Metal Shop.

The handsome gold charm, set with diamonds, which was presented to Worthy Secretary William H. Tracy of Charter Oak Lodge, F. O. E., at the recent installation of officers of that lodge, was furnished by Charles A. Greene, a retail jeweler, 278 Main St.

At the annual installation of officers held last Wednesday evening by Centennial Lodge, A. F. and A. M., New Britain, Conn., Charles E. Wetmore, president of the Porter & Dyson Co., 54 Main St., as Senior Past Worshipful Master, installed Worshipful Master George H. Dyson and his associate officers. Mr. Dyson is treasurer of the Porter-Dyson Co.

The E. Ingraham Clock Co., Bristol, Conn., started a new working schedule the past week, commencing the 55-hour-time as the new law calls for, as there are not a number of women employed at the plant. The factory now operates for work at 7 a.m. and closes at 6 p.m., closing for a half holiday on Saturdays. The factory will work 300 operations last week Monday after a short shutdown for inventory and repairs.

Timothy C. Galvin, since Jan. 11, 1888, employed by the Seth Thomas Clock Co., Thomaston, Conn., died at his home in that town last week Monday afternoon after a long illness of a complication of diseases. Mr. Galvin, who was one of the oldest and highly respected residents of Thomaston, resigned his position two years ago on account of poor health. He was 74 years of age and is survived by his widow, five daughters and four sons, also 25 grandchildren.

The retail jewelry store conducted by David Epstein, their Main St., known as David's Jewelry Shop, was attacked last Thursday by Deputy Sheriff Albert P. Simons in the interest of local creditors. Louis Katz has been retained as lawyer for Mr. Epstein, and a meeting was held in the former's office Monday afternoon by the creditors, at which an offer was made so that the business can be continued. Mr. Epstein opened his jewelry store about a year ago, coming from New York, where he is said to have been a manufacturer of women's dresses.

Judge L. R. Beckley, of New York, accompanied by a party of New York men, was a visitor in Berlin, Conn., last Friday, while idle factories of that town were locked over with the idea of leasing one of them to be used for the reduction of platinum. Judge Beckley was a former resident of Berlin, and is now recognized as one of the platinum experts of the country. He also plans to secure machinery in this vicinity for the smelting work. Judge Beckley discovered the presence of platinum in the mountains of Alaska and he has large fields there. Platinum is valued at about $45 an ounce, which is about twice as much as gold.

A silver plated loving cup manufactured at the factory of the Middletown Silver Co., Middletown, Conn., and to be known as The Hartford Courant Trophy in the Hartford fraternal bowling league, was furnished last week by Merton W. Bassett, a retail jeweler, 1007 Main St. The cup, which has three handles, finished in a new style of French gray and stands 11 inches in height without a base. The trophy is being bowled for this Winter by several local societies. Judge Beckley also furnished 3,000 gold plated hatpins, tie clasps and scarf pins, which were presented to the many diners at the Hotel Bond and the Bond restaurant on New Year's eve.

A silver loving cup, made in 1887 for the Hartford Medical Society, has been retained by several members since that time until their death causes it to be given back to the society, was used again at the annual meeting last week Monday evening in a ceremony of drinking from it. The cup is handled annually by Dr. G. P. Davis for another year. The cup was made according to a design by Tiffany & Co., New York, and is rich and simple and sufficiently antiquated in form to serve the purpose well. It is in the shape of a mug of burnished silver, eight inches high and seven wide. Around the foot and brim are broad and highly ornamental bands of filigree and a handle of similar material graces each side.

John Alexander, who at one time conducted a novelty factory in Cromwell, Conn., and later was a partner in the Hartford Silver Co., in the old Batterson building on High St., died at his home, 104 Clark St., this city, on Dec. 27. Mr. Alexander was born in Killermarnock, Scotland, Nov. 10, 1829. As a young man he learned the silversmith trade in various branches of that art at various points in the United States, and was an expert workman. For many years he worked in the silverware plants in Meriden. At the time of the big Chicago and Boston fires his factory suffered such serious losses in both cities that the plant had to be closed. Mr. Alexander started the Hartford Silver Co., and later, having had reverses, opened a smaller factory in the Case, Lockwood & Brainard building on Trumbull St. Mr. Alexander married Miss Olive Mix, of Wallingford, daughter of the late John and Olive Ives Mix. Besides his widow, he leaves a granddaughter, Miss Emily J. Alexander, of this city, and several nieces and nephews.

Canada Notes.

J. B. Haddad, Mission City, B. C., has assigned.

William R. Counter, Clinton, Ont., has given a chattel mortgage to J. W. Shaw.

The Three Rivers Silver Plate Co., of Three Rivers, Que. The business will be continued by E. N. Beaudry under the old style.

The jewelry store of F. W. Dudley, Main St., Winnipeg, sustained damage by fire recently to the amount of $1,500, the loss being covered by insurance.

The business section of the town of Didsbury, Alberta, was entirely destroyed by fire Jan. 1, and the jewelry stores of J. Nixon and Henry Smith suffered with those of other merchants.

The partnership herefore existing as the firm of M. Mackenzie Ferguson and N. W. Atkinson, Kenora, Ont., has been dissolved by mutual consent, and all debts owing to the firm will be payable to N. W. Atkinson, who will continue the business. An order-in-council has been adopted by the Canadian Government exequting from the operation of the Gold and Silver Marking Act a considerable number of articles, which are too small to be marked, including precious stones or imitations, springs, scarfs pins, platinum setting pins.

Henry St. George, an employee of the firm of Henry Birks & Sons, Ottawa, absconded Jan. 5 with $1,100 in cash and checks which he had been sent to deposit in a local bank. A warrant was issued for his arrest and on Wednesday he was captured at Perth. He had $510 of the amount on him in bills and had thrown away the checks. He was taken back to Ottawa.

The premises of T. Saul & Co., jewelers, of 49 St. Antoine St., Montreal, were broken into by burglars on the morning of Jan. 4. Constable Gimras, hearing the breaking of glass, hastened to investigate. When two revolver shots were fired at him from the store. He returned the fire and called to two men who were passing in an automobile for help. They went to the police station and returned with several other officers, who made a search of the premises, and found two men, who gave the names of Albert Dagenais and Louis Con-
Boston.

Morris Karsh, formerly with L. Sonnenbend, has opened a store at 341A Centre St., Jamaica Plain district.

M. N. Smith, of the Smith-Patterson Co., and Nelson Smith, of the diamond department, have been at Tonawanda, N. Y., the past week.

S. B. Kantor has returned from a trip to New York, where he enjoyed the New Year celebration, and following week, accompanied by his family.

The Boston Jewelers' Club has its annual dinner this evening at the Copley-Plaza Hotel. A complete report will appear in the issue of Jan. 21.

The new jewelry store opened by W. M. Sawyer at Waltham, on the corner of Moody and St. Mary's, is to be known as the Watch City Jewelry Store.

Bigelow, Kennard & Co., Inc., have declared semi-annual dividends of 3.5 per cent. on first preferred and 3 per cent. on second preferred stock, payable Jan. 15.

E. W. Byram has been on a business trip to New York, visiting the William L. Gilbert Clock Co. and World Novelty Co., whose lines he carries as manufacturers' agents.

R. F. Wilkinson, salesman for Nelson H. Brown, has been at home since the week preceding Christmas, being ill with a serious cold that threatened to develop into pneumonia.

About 11 P.M., on the night of Dec. 28 the jewelry establishment of the Essayan Bros. Co., 7 Dartmouth St., this city, was entered and about $150 worth of bracelets, rings, lockets, chains and pendants stolen.

The concern of N. M. Johnson, gold and silver refiners, 16 Harvard Pl., has enlarged its quarters. N. M. Johnson has recently admitted his brother, W. G. Johnson, to an interest in the business.

The Maximo Club, composed of retail salesmen at the Smith-Patterson Co.'s store, is to have its fifth anniversary banquet, Jan. 22, at the Quincy House. The new president, Henry D. Higgins, will preside.

Buyers in the city during the week included F. P. Fisk, Epping, N. H.; B. D. Loring, Plymouth, E. F. Welch, Westboro; George W. Alden, Brockton; A. P. Lundborg, Worcester; Joseph Jacques, Hae Watch Co.

The Boston Jewelry Mfg. Co., Boston, is chartered among the new Massachusetts corporations of the past week, with $25,000 authorized capital. The directors are R. C. Robinson, president; Arthur H. Anthony, of Providence, treasurer, and G. M. Faulkner.

A break in the Cambridge store of the Andrew, near Harvard Sq., was discovered Sunday night by the policeman on the beat. A rear window had been opened, the grating being pried off and the lock forced. About $290 worth of goods was stolen.

The Foxboro Co., organized to manufacture clocks, signals and gauges, has incorporated under laws of Massachusetts, the authorized capital being $151,000. The directors are E. H. Bristol, president; Bennet B. Bristol, Foxboro, Mass., treasurer, and A. P. Richards.

William Rennie, who has been for some time with J. H. Sawyer at Bar Harbor, Me., was in the city this week and attended the dinner Thursday evening of the Jewelers' Association. He will proceed to Jacksonville, Fla., to take a position with the Greenleaf & Crosby Co.

Charles E. Anderson, of Milk St., who is a member of the Appalachen Mountain Club, will be one of a large party of members who are to go on a snowshoe tramp next month, with headquarters at the Iron Mountain House, Jackson, N. H. The hotel will open for 10 days, especially to accommodate the club.

Boyolston St. merchants, among whom are a number of jewelers and opticians, are rejoicing over the restoration of street cars to that thoroughfare, from which they have been diverted for months on account of new subway construction. It is believed that the resumption of street cars will increase business for the concerns on the street.

Lonis Schweror is now nearing the close of his third year as manager with Frank S. Gendreau, of Summer St. It is understood that before the year the store will probably be enlarged, as the business is increasing steadily. Mr. Gendreau has just received the order for a set of gold and silver medals for prizes, for the St. Alphonso's Association, for a tournament at Roxbury.

The Boston Rotary Club, a unique organization of which no two members are in the same line of business, is to have its second annual exhibition Jan. 22 in Horticultural Hall. The event will be made notable by a luncheon and conference of delegates from Rotary clubs of each of the other New England States and New York. The city is represented in the Boston club by James H. Parks, diamond department head for Bigelow, Kennard & Co., Inc.

The E. Howard Clock Co. has installed several clocks for banks for banking houses, among them being a street post-clock in Cambridge, two-dial illuminated, for the Charles River National Bank; a facade clock for the State St. Trust Co.'s branch at Massachusetts Ave and Boylston St.; a special interior clock for the Broadway State Bank, Chicago; also an interior clock for the First National Bank, West Orange, N. J., and a clock for the New Haven State Bank, New Haven, Ind.

The Lawrence police Saturday arrested and delivered to the Boston police Ralph T. Baxter, alias "Edward," who is indicted for passing worthless checks. It is charged Baxter forged checks on the Boston & Gloucester Express Co. and obtained small amounts from Samuel B. Gill, at 1119 Washington St., and several others. It is said he represented that he was employed by the express company and that he was paid by check. He bought a watch from Ullmann, testing it for $15 in payment. Baxter is also wanted on other cases in East Boston, Malden, Dorchester, Lynn, Cambridge, Salem and Gloucester.

Memphis.

TRADE CONDITIONS.

With every jeweler in this city reporting the best holiday season ever experienced in this section of the country, the trade is looking forward to what promises to be the best year in their history. Every merchant is preparing for an unusual big business. New trade shops are being opened up and merchants are making plans to enlarge their business in every way possible. A higher grade of goods are more in demand than ever.

John Bailer, of the Bailer Jewelry Mfg. Co., is spending a week in Cincinnati, O.

Darwin Staley, formerly of Tullahoma, Tenn., is now connected with the business operated by Geo. T. Roy.

Sam Frank, auctioneer, has returned to this city after having held a sale for Foster & Roberts, Mayfield, Ky.

C. W. Henrich, who for the past six months has been located in Los Angeles, Calif., is now back with the Bailer Jewelry Mfg. Co.

M. O. Rigg, formerly with the Crescent Jewelry Co., this city, has accepted a position with the Hart Jewelry Co., New Orleans, La.

M. H. Sewell, formerly with Spaulding & Co., Chicago, is now in charge of the watch repairing department of the A. Graves Co.

The Brilliant Jewelry Store, at 911½ S. Main St., operated by Klaussner Bros., plans to move to a more central location.

Several stores are under advisement.

The latest addition to the list of manufacturing jewelers in this city is the firm of Schulten & Dewar, 5 S. Main St., both of whom were formerly connected with Geo. R. Lechler.

Pearson & Colclough is the style of the firm's name now operating as manufacturing jewelers and watchmakers at 110 Madison Ave. T. O. Pearson was formerly with Mulford's, and R. W. Colclough was connected with W. J. Rowe.

The new jewelry store operated by Goodman & Bach, 94 S. Main St., is receiving a welcome reception from the citizens of this city. New fixtures have been installed throughout and the jewelry display is most attractive. The diamond department is in charge of Leon Bach.

Charles Shaw, a negro laborer who attempted to run from the store of John Tyler with a watch and ring he had asked to examine, was shot by the jeweler one night recently. Instead of going to the hospital or cemetery the negro went to jail, having suffered no more serious injury than being stunned. The bullet struck him squarely in the back of the head, flattened out and glanced around the skull for about two inches.

The officials of the North Memphis Savings Bank, the administrator of the estate of the late J. T. Norred, state that they are at this time undecided as to what disposition will be made of the jewelry business located on the corner of Adams and Main Streets, and they do not desire to sell the business as a whole. Several prospective purchasers are bidding for this location, which is one of the most prominent in the city.

Bert McCarthy has opened a new jewelry store at Miami, Fla.
AGREAT deal has been said and written lately about store service. No one will deny that service is the spirit of the times. Even the most conservative business houses are giving more attention to this phase of merchandising.

It is no longer a question of what you sell, but of how you sell it.

The treatment accorded the customer is equal in importance with the kind and quality of goods offered.

So far, however, attention has not generally been given to what may be called the "other side" of store service. This is the side which the public does not see, namely, the treatment accorded the employee.

The idea of store service in its relation to the patron has percolated into nearly every nook and corner of the country. It is now a part of the very atmosphere of business. With the larger establishments it has become a matter of course. With the smaller stores it is beginning to have a fairly general acceptance in the small towns as well as in the big. Indeed, the progressive merchants in the small towns are frequently more wideawake in this regard than their metropolitan competitors, although it is in the large centers that service has reached its highest development.

Neither in the cities, however, nor in the country, as yet, has it been commonly realized that store service has "another side." And yet, how true it is! To apply the store service idea to the customer while dealing with the employee according to outworn standards is, to say the least, inconsistent.

If old-time methods no longer fit the business, the employer as toward the customer. They must and will go down before an awakened public opinion which demands not preaching, but performance.

True, the "other side" of service is still somewhat new and seems a bit altruistic to our dazed sense. But it is bound to come.

Store service to the customer was taken up with wonderful rapidity and swept the business world like a fanned flame. Store service to the employee will soon have equal acceptance. Big business, and little business too, will wake up to the fact that the obligation of service is as great toward the worker as toward the customer.

A well-known Chicago retailer, so report has it, was not getting the volume of business he felt entitled to. He called in one of his assistants, on whose judgment he felt entitled to. He called in one of his assistants, on whose judgment he felt entitled to. The latter makes it his business to absorb all the newcomer's ideas and to learn his methods.

This process fully accomplished. Mr. Newcomer is let go. His job is conveniently abolished, and he is "gently but firmly" kicked out.

Such a procedure might once have been tolerable. When business ethics were more obtuse it might even have been considered rather "smart business." To-day it is neither good sense, good judgment nor good economy.

The great business concern of which this story is related stands pre-eminent of its kind, selling millions of dollars worth of its product annually, and preaching—that is the word, preaching—"good faith" between buyer and seller. Yet its heads are violating daily the code they so studiously promulgate.

They would have the public believe in them—would identify their names with all that is dependable, upright and square. And yet, "behind the scenes" we find most despicable trickery.

Another instance of failure to recognize the twofold obligation of the business man is the alleged practise of one of the world's greatest retail stores. It is said to be their custom to withhold on pay days three days' pay from every employee. Salaries are paid fortnightly. An employee who goes to work on the first of the month receives on the fifteenth only twelve days' pay.

This is most advantageous for the employer. It gives him the wages of his help with which to do business and, in an establishment with 5,000 or more persons on its payroll, three days' pay in hand from each amounts to a considerable sum.

This house prides itself on the fact that it can conduct its huge business on a bank balance averaging $6,000. One can understand how it is done when the "other side" is revealed.

Why pay a bank six per cent. for accommodation when you can hold up your employees and get the money for nothing?

Such standards of business practise must give place before a keener sense of justice.

They must and will go down before an awakened public opinion which demands not preaching, but performance.

True, the "other side" of service is still somewhat new and seems a bit altruistic to our dazed sense. But it is bound to come.

The "Other Side" of Store Service.

Written expressly for The Jewelers' Circular.
THE NEW MOORE PEN

WE ANNOUNCE

AFTER MONTHS OF EXPERIMENT AND OBSERVATION

THE ADDITION TO THE MOORE PEN LINE

OF THE

BANKER MODEL

BEING SATISFIED OF ITS MERIT WE OFFER IT TO THE TRADE

ADAMS, CUSHING & FOSTER
SELLING AGENTS


WANTED

YOUR MESH BAGS TO REPAIR, HEAVILY SILVER PLATE AND RELINE WITH KID OR SILK, REGARDLESS OF CONDITION FOR 75c TO $1.00 NET. WITHOUT LINING, 50c TO 75c.

SPECIAL ORDER and REPAIR WORK

OUR EXTENSIVE REPAIR DEPARTMENT POSSESSES ALL REQUISITE RESOURCES AND EQUIPMENT TO EXPERTLY, THOROUGHLY AND PROMPTLY REPAIR ANYTHING COMPREHENDED IN THE WORD JEWELRY OR SILVERWARE. A TRIAL ORDER WILL CONVINCE YOU THAT WE EXCHANGE YOUR DOLLAR FOR ONE HUNDRED AND TWENTY-FIVE CENTS WORTH OF VALUE "ESPECIALLY ON MESH BAGS." SEND FOR OUR PRICE LIST.

COHAN-EPNER CO., 51 Maiden Lane, New York

OUR SPECIALTY

Travelers Trays and Cases of Every Description

JEWELRY BOXES FANCY PLATFORMS AND WINDOW DISPLAY BLOCKS SILVERWARE BOXES HARD WOOD CHESTS FLANNEL ROLLS AND BAGS PAPER BOXES TADS, CARDS, COTTON, FINDINGS

Estimates and Samples Cheerfully Furnished—Send for Circular

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Quality and Moderate Prices

C. LEMAITRE & CO. FINDINGS

Single and Black Soldered Cable and Curb Chains. Also Fancy and Mesh Bag Chains and Mesh Bag Trimmings

99-105 CHESTNUT STREET, NEWARK, N. J. Chesapeake, Springs, Rings, Swivels, Settings and Hollow Balls

Morris Building (Balls from 5/64 to 1" in Diameter)
Storekeeping Department.

Crowd of knockers. They are rendering useless all your efforts at expansion. You take expensive space in all the newspapers. You think nothing of spending thousands of dollars on a booklet. You pay hundreds of dollars a month for attractive window displays. But you neglect that most vital factor of all—that factor without which all else is futile. Consider the possibilities of an effective force of helpers—what they can do to make business leap and bound if properly handled. What they inevitably will do to retard growth and hamper your efforts if mistrusted or ignored.

"They are bound to help or to hinder. Which shall it be? Why handicap yourself? Turn them into enthusiasts for you and your store, and business will come. They will do more pages of prime employ to business than yourself. Utilize the power of their co-operation. It is a tremendous force. Make the most of it."

What the sequel of this interview was, the story does not state. But it is pleasant to believe that the point struck home and a new policy was inaugurated.

Consistency is essential in business as elsewhere. Success cannot be built upon smug advertising alone. The policy deployed in the full glare of the spotlight must be adhered to "off stage." The man in the street, the woman in the home, have less patience with hypocrisy, sham and deceit than formerly. One standard of conduct for one side of the fence and another standard for the other side no longer goes. The business man who does not realize this, and conform his methods accordingly, has a hard row to hoe. He may "get away with it" for a while, but the front of the times will swallow him up if he tries to go against it.

Some concerns have "seen the signs" and are putting into practise the "other side" of store service.

One plan recently adopted along these lines established a reward system for faithfulness to those making perfect scores, vacations or money are given. Briefly stated, to use the words of the organ published by the house in question, the system provides that a perfect record of 30 points in any one month entitles the employee to one day's vacation at full pay. This may be taken singly or left to be taken at any time desired by that person.

A perfect record for the year entitles the employee to 12 days' vacation at full pay. These may be taken singly or left to accumulate.

The idea is, as far as possible, to eliminate errors, indifference, inattention, discouraging business. Rather than fine an employe for these things, he is rewarded if he avoids them.

Aside from the enjoyment of the vacation, there is glory in producing a perfect record. The list of records is printed in the house organ. Points and their value are as follows: On time, one point (lost if tardy more than 10 minutes in a month); perfect indexes, one point (lost if there are errors in writing figures or mistakes in matters); while errors, two points (lost if mistakes are made in initials, name or address on delivery or charge slips or in making out any forms used in the regular routine of business); general conduct, two points (lost for failure to hand in reports daily; not dressing according to regulations, loud talking or laughing, absence from post unexcusably). Lack of initiative; chewing gum or eating during business hours.

Complaints from customers count two points, and penmanship two.

This is but one of many instances that might be mentioned showing the budding tendency to give to the "other side" of store service the attention which justice and higher ethics demand.

Should the Salesman Stand?

Everybody who has had practical experience as a traveling salesman knows that there is no prescribed method for landing a man's order. Yet there is much written on the subject that is of practical value. The article prints a brief article of advice, entitled "Stand When Selling," upon which it would be very interesting to receive the opinions of those whose business it is to sell. The article says:

"You can make your point clearer, you can talk with more force, you can impress and convince your customer better, if you stand and while he is seated. Have you ever noticed that when you are seated and the other fellow is standing it puts you at a disadvantage? Try it some time. Have you not noticed that if you are seated and your adversary is standing, when you get enthusiastic and wish to combat his argument, it is impossible for you to get in your best licks while you are seated? You involuntarily rise when you make your strong points and are full of your subject.

"How far would a life insurance man or an advertising man get if he sat down and leaned back and said when talking to you? You will observe that the good solicitor declines with thanks your proffered chair. He stands up; he knows the value of standing. By the relation between his standing and you sitting it makes him a positive and you a negative force.

"How much would an orator impress his audience if he delivered his lecture in a sitting posture? You cannot combat an argument very well if you are sitting, nor can you convince others as well sitting as standing.

"When you call on a customer carry a busy air with you. Stand up. Talk straight from the shoulder. Make your point and claims clear. Place your position or proposition definitely, forcefully and quickly before your customer. Make a good getaway when you have accomplished your purpose. If you don't land him the first time, get away anyway. Let him see that your time is money and that you appreciate that he has stood up to be argued with."

"Don't visit. Gracefully and politely decline the chair that is offered; say that your time is money. They will do more than pages of prime employ to business than yourself. Utilize the power of their co-operation. It is a tremendous force. Make the most of it."

What the sequel of this interview was, the story does not state. But it is pleasant to believe that the point struck home and a new policy was inaugurated.

Consistency is essential in business as elsewhere. Success cannot be built upon smug advertising alone. The policy deployed in the full glare of the spotlight must be adhered to "off stage." The man in the street, the woman in the home, have less patience with hypocrisy, sham and deceit than formerly. One standard of conduct for one side of the fence and another standard for the other side no longer goes. The business man who does not realize this, and conform his methods accordingly, has a hard row to hoe. He may "get away with it" for a while, but the front of the times will swallow him up if he tries to go against it.

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The Height of a Salesman's Ambition.

By V. L. Price.

The more a man does the more he wants to do. And it is right and natural that such is the case.

Accumulated desire is the generating power of the world's progress.

When a man is satisfied he becomes stagnant. Watch successful salesmen. What is their greatest stock in trade? Work. One can have all sorts of fancy ideas. A head full of clever suggestions. A keen observation of men and conditions. But none of them will do him any good if he doesn't work. And work is impelled and carried on by added desire. It is that and that alone which keeps a fellow at it.

Go as far as you like. Investigate everything and everybody, and you will find that energy is the producer of all good results.

The customer you figure won't want anything this trip has an order for the fellow who'll come and get it. Believe me, there are more poor salesmen made by laziness than by inability.

There's no need trying to figure out some easy way to get the same results. Hundreds have gone busting—trying it. So don't you.

The old rocky road to Dublin is hard to travel, but the destination is worth it all. It is a mistake to believe that the successful outcome of a sales effort is due to forced desires.

It's an impossible thing to force anybody to do anything worth while. Men who do things just because they have to are not much good.

Men can be successfully persuaded by logical argument. And made to accomplish things as a sense of duty or desire to carry out the house's wishes. Forcing and tricking men into action is a dead art.

When the house has a real hard problem to solve in a sales way and can see big obstacles ahead of its successful outcome, it is better to put the proposition up to the salesman just as it is. There should be no misrepresentations, no false hopes, no misapprehensions.

The problem should be known to be a tough one before it's tackled. Every angle of attack should be anticipated. And every art of defense planned.

No good general would rush his men into battle without first anticipating his enemy's mode of attack and preparing his forces with ways and means of meeting it. There is too much cunning, hurry-up, take-your-chance salesmanship nowadays. And too much "must" and too little real facts.

Suit for slander accompanied by a demand for $10,000 damages, has been begun against John E. Bong, a jeweler at Corn- ing, N. Y., by attorney James O. Sebring, of that city. In the complaint Mr. Sebring sets forth that Mr. Bong, during a recent campaign when Sebring was defeated for mayor, told an unnamed person that Sebring had caused a man to sign a paper deeding away his property when the client thought he was signing another sort of document.
The Right Start
For the New Year

This is the best time of the year to give serious thought to the matter of making your store more attractive. Goods well displayed are half sold, and there has never been a more attractive method of display offered to the jeweler than this handsome.

Silent Salesman
ALL-GLASS TABLE CASE

This case is as durable and substantial as it is handsome. It is made of heavy plate glass, with cemented joints. The legs are heavily carved, and fitted with glass ball bearings.

No frame, screws, clamps, or angles to mar the view. A flood of light from every side, brings every article into brilliant relief.

We are show case specialists. Write us for information, whether you are ready to purchase or not. Catalog sent on request.

DETROIT SHOW CASE COMPANY
Show Case Makers to Progressive Merchants.
470 West Fort Street DETROIT, MICH.
Get Our Book on Modern Store Front Construction.

Hall Clocks
Elliott's Celebrated Tubular Chime Clocks

Harris & Harrington,
12 West 45th St.
NEW YORK

Sole Agents to the Trade
J. J. ELLIOTT & CO.
LONDON

Formerly at 12 Barclay St.
Little Lessons in Storekeeping.

Written expressly for The Jewelers' Circular by A. E. Edgar,
Author of "How to Advertise a Retail Store."

(Continued from issue of Dec. 31.)

Inventories.

THERE are few jewelers who will question the necessity of an accurate inventory in securing a statement of the profit and loss of a business. In fact, it is impossible to make up a statement of resources and liabilities without an inventory. Many merchants dread the ordeal of taking an inventory and delegate the youngest members of the establishment to the task of listing the stock. This is, of course, a very serious mistake. If the stock is listed at all it should be listed accurately.

The progressive jeweler will take an inventory at least once a year, and some will take their inventories four times, and deem it a task well worth while. The progressive jeweler will not assume that he is making progress and not losing ground.

Some time ago the writer read of a case reported by Dun's Commercial Agency, in which a stock had not been taken an inventory for four years. The firm was reported as good credit and was doing a very good business. But when the firm did take stock, they found that their assets were smaller than when they started in business. The shrinkage had been so great that the firm was declared to be insolvent. This was the case in spite of a going business, one that appeared to be successful.

The expenses of running this business eat up more than the profits every year. The inventory showed also much unsaleable stock, which made the insolvent greater than at first appeared.

There are many ways of taking stock in a jewelry store. The best way will be to take the stock at both cost and selling prices. The cost price should be the invoice price, plus the transportation charges, viz., incoming freight and express charges, minus the depreciation. The selling price should be that at which the article will be held, if less than that marked it should be reduced.

The inventory at selling price gives the jeweler an idea of the gross profit he is securing and his wares. If this does not correspond with actual results, he should look very closely into the cause of the discrepancy.

Every jeweler's stock consists of many lines besides jewelry. Each class should be taken separately and the amount known. If this is not done and the stock is high, it is just as likely as not that the jeweler will imagine it is due to a stock that is in reality little, if any, above normal. He will not suspect the over-stocked department that is really responsible, as it is sure to prove his favorite stock, one that he thinks is making the most money for him.

This is in reality all guess work, he does not know, he guesses.

If stocks are taken by departments, or by classes, each year, a comparison can be made. If reducing stocks can be reduced by a systematic refusal to purchase that line until it has reached a normal condition again.

If a jeweler can depend upon himself to be perfectly honest with himself in listing his stock, and making the proper reductions, he can secure an inventory that is fairly accurate as to present value. But this is rather a hard thing to do. The buyer of any article often sees more value than any one else can in it, so it is a good plan for the jeweler to make a certain percentage of depreciation every year on his stock. It may be very advisable to follow the plan of keeping the stock at what it might be expected to bring at a forced sale. That is perhaps a little farther than some would care to go. However, the merchant who does not delude himself into considering his stock of greater value than it is, is the man who will succeed in business, because he is not biased in his own favor.

If a merchant decides to value his stock at a third less than that at which he is marked, he purchases his inventory at invoice price and not the $15,000, so that his inventory at invoice price and not the $15,000, so that his inventory at invoice price is only the first cost, the cost of getting it to the store is an added cost that is directly chargeable to the goods. All other costs are properly selling expenses and are not chargeable to the merchandise at all.

We mentioned the fact that the incoming freight and express charges should be charged to merchandise account and appear as an asset in the inventory statement. This is not so serious a charge on the merchandising of a jeweler as it is in other lines of business, where stock is bulky and heavier, but large enough to be properly considered here. The invoice cost of an article is only the first cost, the cost of getting it to the store is an added cost that is directly chargeable to the goods.

All other costs are properly selling expenses and are not chargeable to the merchandise at all, but to the expense account.

But the discounts that are secured, both cash discounts and trade discounts should be deducted from the cost of the goods as they are not profits, as some term them, but a means of securing a better price in purchasing. If the article that one jeweler secures a discount on is sold by the other at the same price, the only securing the discount will make the larger profit, which is an added profit, but the profit is not made until the goods are sold.

It will be seen from these statements that the inventory consists of the merchandise at invoice price with the depreciation charged off and the discounts deducted and the cost of transportation added.

A clock cost $4.50, with 10 per cent. discount for cash in 10 days, and is secured by express at a cost of $450, what is its real inventory value if the stock is depreciated at 33 1/3 per cent. at inventory time? That is, if going to school again, and some of us would be the better for a little more study in business arithmetic.

The answer is $290.

This brings out the fact that an article listed at $4.50 in a salesman's samples is only worth to the business, in case of a close out, the small sum of $290. This, however, does not lessen its real value to the going concern.

If any jeweler wishes further light on this subject, or wishes to state his views a letter to the editor of The Jewelers' Circular will receive due consideration.

(To be continued.)

Electric Light and Eyesight.

FROM the beginning repeated attempts have been made to create scares on the subject of eyesight injury through electric lighting; and thus the allegation is not surprising that there is something mischievous in the rays of the tungsten lamp.

The mere utterance of the word "ultraviolet" seems to have some curious psychological influence. Yet its application to the wire filament means no more than that this method of artificial illumination possesses in this respect at least the quality of sunshine.

What is undoubtedly injurious to the eyes, whether it is experienced in the full flood of daylight or under electric, gas, or oil lamps at night, is too often without this glare. His task is made the easier by the amiable servility with which the tungsten lamp submits to control in regard to its position and its shading; and it is an interesting feature of the trade that the development of the tungsten lamp business in the past two or three years has been accompanied by the production of a great variety of beautiful and ingenious fittings and apparatus for enabling the public to take full advantage of the wire filament's economy and power.

Artificial lighting is becoming more grateful to the eye every year.--London Times.

The Jewelers Security Alliance has offered $100 reward for the arrest and conviction of thieves who robbed the store of W. H. Hoover, Mount Vernon, Ia., on the night of Dec. 22. Among the articles stolen were about 19 solid gold signet rings, half a dozen filled signet rings, an equal number of coat chains, about 20 gold filled bracelets, six pearl handled fruit knives, one bracelet clock, and a watch. Locust movement, gilt dial in a Windsor 20-year case, No. 7,610,319.
It is as important to know who has made the tubular bells as it is to know who made the works of a clock.

Mr. R. H. Mayland, the celebrated bell specialist, makes exclusively for us our bells. Each bell bears the patent stamp Dec. 4, 1900.

No tubular bells are imported, as the public is led to believe.

Things change. English clocks and fusee watches had once a reputation of superiority. Enterprise and improved machinery have enabled manufacturers of other countries to produce better goods and more variety.

UMBRELLAS AND CANES
FOR THE JEWELRY TRADE
Special discount of 20% to Jewelers. All goods fully guaranteed.

MAX STEINSCHNEIDER
Manufacturer and Importer
108 FULTON ST., PHONE, 8619 JOHN, NEW YORK

High Grade Balances
For Diamonds and Jewelry
Also
VOLAND’S NEW METRIC CARAT WEIGHTS
Send for Catalogue.

VOLAND & SONS
New Rochelle, N. Y. Tel. 1192 New Rochelle
The Legitimate Auction Sale.

THERE are auctions—and auctions. The auction, usually conducted by a dapper stranger in a one-month stand, is one of the worst of the trade nuisances with which the regular jeweler must contend; and it is gratifying to know that in many communities these mock auctions are now prohibited by local ordinances, and that trade bodies are moving actively to widen the area of their exclusion.

But the auction which is conducted by a regular jeweler in his regular place of business is another matter. It is entirely legitimate; there can be no question that under certain conditions it is not only possible but desirable; not only desirable but necessary. When the wisdom and propriety of it are debated, one generally finds that the wisdom of it comes to the mind of the jeweler who is holding the auction, while the propriety of it is discussed by his competitor around the corner. But both ethics and economics approve of the auction under stress of certain conditions, namely:

1. When funds can be found in no other way to meet such-pressing obligations as threaten the continuance of the business.
2. When removal to a new location would be helped by a rapid reduction of stock.
3. When it is necessary to realize on the stock, in order to close a partnership, or to hasten settlement of an estate.
4. When the stock is congested by large accumulations of slow-selling or old goods which cannot be moved in the regular process of business.
5. When the business is to be discontinued.

The first thing to do, after you have determined to make such a clearance sale, is to engage the services of a capable auctioneering specialist whose field is jewelry. A "cheap" man, the local general auctioneer, will not do; you must employ one who knows the business on its technical side; and get the best jewelry auctioneer that you can find. These "best" men should be engaged several months in advance, to make sure of getting them; for they are in constant demand.

Make no definite preparations until the expert auctioneer has seen your stock. He will direct the arrangement of the goods; he is the autocrat in all the details; his experience should guide. He will undoubtedly advise that certain "popular" lines of goods be increased, or introduced, to help float your higher-priced stuff. It seems necessary, always, to have on hand these cheaper goods to hold the crowd and bridge dull gaps in the bidding. Of course by "cheap" I do not mean trusky; none of the stuff you sell should be unworthy, or below the standard of good cheap goods. Frequently the auctioneer will suggest that he put in these goods; but if you have credit with a jobber you can get these fill-ins "on memorandum" (after frankly explaining the purpose), and thus you will know just what kind of goods will be going out to your customer. This is especially important if you intend continuing the business.

The only question of ethics in the auction idea is on this matter of the sale of consigned goods. But, as few stocks are perfectly "balanced" for auction purposes, you will have to justify yourself on the ground of business necessity. The complaint of competitors would be valid if the quantity of consigned goods was excessive—if it exceeded your own stock in quantity or value. If it is only enough to "float" your own stock you need not entertain the moral question.

Keep quiet as to your intentions—do not "pipe" the public to your programme—until about a week before the sale; then take big space in the newspapers and spread the news on the broad walls. The jeweler, "fore, is now justified in sensational and "circus" advertising, as his purpose is to pack his store from the first to the last day of the sale. But observe the invariable rule, urged again and again on this page—keep to the absolute truth in your printed statements and do nothing to disturb the confidence of your public.

Now, as to the time of an auction upon your future business: The consensus of opinion among those who have tried out the experiment is that it helps rather than hurts—if the cheaper goods, got "on memorandum," were of good character, and if the auctioneer was always careful in stating the exact quality of all the goods offered. I have interviewed many prominent jewelers who have held auction sales and did not find one who could testify that his subsequent business was hurt in the least; on the contrary, they believed they benefited from the advertising which the auction gave them, because it brought to the sale many people who had never dealt there before. Many of these jewelers have had two auctions; one of the largest dealers in central Pennsylvania has had three, at one of which he disposed of $70,000 worth of goods. All of them had an eye to their future business by practising perfect good faith throughout the auction in the representation of values and guarantees, and no buyer had ground of complaint on any score whatever. He may have paid too much, in the heat of bidding competition; but in that case he fixed the price—not the jeweler.

And this brings us to the question as to the profit—returns from an auction sale. Speaking broadly, unless you are a competent auctioneer—in fact, there need not be a loss, unless the jeweler wills it, as the sale can be closed and ended at any time if loss threatens. Of course there will be loss on items, deliberate and calculated loss (as is the way of auctioneers), in order to stimulate interest; but the gross result is almost invariably highly profitable. Many things are sold at better than the regular marked prices; in the aggregate the profits are nearly as great as if the goods had been sold piecemeal, instead of en bloc, to the lesser auctioneer's commission. But the great thing accomplished is the "cleaning out" of all the "dead" stuff at cost or better, which, in the regular way, was not marketable; the production of a large sum in ready cash, enabling the jeweler to discharge his debts, buy out a partner or close an estate; the business wound up in two weeks, instead of two years; and if the business is continued, the luxury of restocking with new goods throughout.

The auction sale should only be a last resort; but it is a resort that brings results.

The "Diamond Palaces."

I have found them all over the country; in most cases the stock behind the pretentious sign does not exceed $5,000—generally less; and very frequently the idea of the palace does not quite bear out, in his personality, the promise of the sign.

The ambitious jeweler should think twice before he commits such a mistake in the naming of his store. It is the residence of a king, a nobleman or a bishop; the most magnificent residence that could be built, in America, could not properly be called a "palace," but could be styled "palatial.

Now, kings do not habitually repair broken mainsprings, nor are noblemen notably given to retailing nickel clocks, nor do bishops handle wedding rings except in the chancels of churches. The use of the word "palace" to describe a store is therefore grotesquely inaccurate—on a par with the shoe-blacking "parlor" which the wayfarer occasionally encounters. If the Tiffany people can afford to call their magnificent building, with its many floors crowded with rare and beautiful things worth millions of dollars, a "store," surely it is too much to call one's modest shack with its meager stock a "palace." The public is not impressed with the "Diamond Palace" sign on the little shop; it smiles at the misuse of the word; and it is dangerous to create reasons for the public's smile. One can do better by undertaking to win its respect instead.

True economy is not the avoidance of reasonable expenditure so much as the provision against waste. An "economical" merchant may expend liberally on the things that count for permanent advantage to the business, such as advertising, adequate salaries, the best store fittings, the mechanical contrivances which prevent error and save frequently the sale of goods which should not have been sold, the production of a large sum in ready cash, enabling the jeweler to discharge his debts, buy out a partner or close an estate; the business wound up in two years; and if the business is continued, the luxury of restocking with new goods throughout.

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The store of Charles H. Paris, 286 River St., Troy, N. Y., was visited some time after 10 o'clock one night by a burglar who operated by cutting a piece out of one of the glass windows large enough to permit the entrance of a hand and arm. Three gold watch fobs and a gold filled bracelet were stolen. It is but a short time ago that a window in this store was smashed with a stone wrapped in a newspaper and a quantity of jewelry taken. The thief, in that case, was captured and is now behind prison bars.
Royal Worcester China

THE ARISTOCRAT OF ENGLISH CHINA

New Patterns for 1914 Now on View and Ready for Prompt Shipment

Nothing in China that will appeal more quickly to the jeweler's high class trade than our line of Artistic Service Plates, Rich Tea Cups and Saucers, Beautiful Mocha Cups and Saucers, Attractive Bouillon and After-Dinner Coffee Sets. The profit-to-you factor is always present in this line.

Write for Royal Porcelain Book on "Journey to Worcester" Beautifully Illustrated

Maddock & Miller Sole Representatives in the United States

54 Murray St., New York

Waltham Hall Clocks

QUALITY counts for more in a fine clock than most any other article in the jewelry trade.

We have the finest line of Hall Clocks, Regulators, Marble Clocks, and Willard Banjo Clocks that can be procured.

Catalogue upon request.

Waltham Clock Co.

Office and Salesroom

Waltham, Mass.

Our importations for this season are more beautiful than ever before and the line is full of striking and exclusive Novelties

FANS from the plainest to the most elaborate, striking designs, lowest prices

Hand-made 14 kt. Gold and Sterling Silver Jewelry, Pendants, Necklaces, Brooches, Rings, and the fashionable Sautoirs and Lorgnette Chains, Amber and French Pearl Necklaces, Earrings, etc., etc.

A full line of French Plated Novelty Jewelry

Come to see us or send for selection mentioning price

LEWY & COHEN Importers and Manufacturers

114-116 Fifth Avenue, cor. 17th Street, NEW YORK
THE CONNOISSEUR'S HANDBOOK.
Definitions of Some Technical Terms in Gold and Silver Smithing and Ceramics Alphabetically Arranged for Easy Reference.
By Clement W. Coumbe.

(Continued from issue of Dec. 10, 1913.)

Staff (eccles.). Pugin classifies the ecclesiastical staves as follows: "1. Pastoral staff, for Bishops and Abbots, as emblems of jurisdiction. 2. Cantors’ staves, to regulate the chant and ceremonies of the choir. 3. Processional staves, as their name implies, to use in processions. 4. Staves used by confraternities for carrying images and emblems. 5. Cross staves, to bear the cross elevated in processions. 6. Staves of honor and office, called Verges and Maces borne before dignitaries."

The staff has been variously termed in ecclesiastical Latin baculus, pedum, pedalum, lituus, etc. "In the Middle Ages the pastoral staff was variously termed: cambutto, cabuta, cambotta, cambolla, cambucca, cambuta, cambucha, gabuca, sambuta, etc. It has also been termed crocia" (hence our crozier), "crochia, croqua, crocula, crocea, crosea, croca, by ancient authors."—Abbe Barraud.

Didron says: "The Pope alone was entitled to have borne before him the triple cross, cardinals and archbishops were honored with the double cross, the single cross was relinquished to the bishop."

Cahier & Martin give the following chronological sequence (and illustrations in proof) of the variations in form of the pastoral staff: The most ancient, uncontestibly, is Fig. 1, found in the Catacombs. It is a lituus (crooked) in a drawing on glass. Possibly, however, the figure is not that of an ecclesiastic. A Spanish MS. in the British Museum places in the hands of St. John the Apostle two different staves (Figs. 2-3). The MS. belongs to the year 1109, but the museum authorities say this is a faithful copy of a Spanish MS. possessed by Lord Ashburnham attributed to the period of the Goths. In the same MS. an angel holds a tau staff (Fig. 4). In Figs. 5-6 we have four staves found in a MS. executed in the second half of the VII century, judging from the square nimbus given to St. Amand (usually an attribute of the living). The oldest known extant pastoral staff is 1 that in the church of Montreuil-sur-Mer (Fig. 7). It is of wood, curved at one end, covered with sheets of silver and gilded copper, ornamented with colored stones, without a knob under the curve and without a point at the inferior end. It is but 1 meter 22 centimeters long. In the MS. of St. Omer we find the staff shown in Fig. 8. It is one from a miniature in the Vatican of Gelase II, commencement of the XII century. Fig. 12 represents Pope St. Clement (XII century) in statuary at Chartres. Fig. 13 is an ancient baculus attributed to St. Loup, in the town of Brionn-l’Archeveque. Fig. 14 is an early tau staff at Deutz, near Cologne, highly prized there as dating from early in the XI century. The Latin bishops appear to have abandoned the tau staff of the barbaric miniatures of the Visigoths of Spain of about the middle of the X century; it represents St. Vandrille. In Fig. 9 we have a representation taken from an Anglo-Saxon pontifical dating end of the IX century in the Rouen library. Fig. 10 is from an old painting supposed to represent Pope Gregory (still living, according to the square nimbus). Fig. 11 is the end of the IX century in the Rouen library. Fig. 10 is from an old painting supposed to represent Pope Gregory (still living, according to the square nimbu.
about the XII century; the abbeys seem to have retained them longer.

In Fig. 15 we have an Italian staff of the XIII century. It was in the Soltykof collection. It is made of boxwood and ivory, enriched with stones.

Serpent Staffs. While ancient tau staves (like the above) are rare, serpent staves are not. "Employed from furthest antiquity more frequently than the rod (baculus) and the tau, they became, toward the XIII century, the exclusive usage; but their form has varied according to the taste of each epoch, and we will here place these successive modifications before one's eyes." Few of these are extant in wood, besides that already described in Fig. 7, that of St. Erhard, bishop of Ratisbonne in the XI century (Fig. 16). Staffs having serpents impaled by the cross are numerous. Fig. 17 was found in the old All Saints' Church and belongs to the Antwerp Museum. It is of copper and represents either serpent or dragon (see wings). Fig. 18 is at St. Lizier and is attributed to the holy bishop who bears that name; it is of ivory. Another ivory staff of this class (Fig. 19) belongs to the Archiepiscopal Museum at Lyons; the cross is ornamented with stones. Very similar is the staff in the cabinet of the venerable bishop of Hildesheim (Fig. 20), in ivory and attributed to Godehard, successor of St. Bernward.

There are staffs having serpents fighting against the ram and the lamb.

"Other staffs of high antiquity * * * show the dragon in its fight, forever implacable and always impotent. The staff shown in Fig. 21 was in the Soltykof collection and is of ivory. Another ivory staff is given in Fig. 22; it is among the reliques of the Sisters of St. Marie at Namur. It is said to have belonged to Jacques de Vitry. Two volutes in rock crystal in the Library of Versailles belong to this series (Figs. 23-24); they are encased in more modern goldsmiths' work."

Staff showing the serpent browsing on foliage: One of these (Fig. 25), in the Museum of Amiens, is said to be from the hand of Philippe-Auguste. One in ivory mounted in silver is the staff shown in Fig. 26, that was also in the Soltykof collection. Serpent eating an apple or with empty mouth, as shown in the stone carving (Fig. 27) on a bishop's tomb at Puy, and in the iron-gilt staff (Fig. 28), a relic of the Bayonne Cathedral, said to have been used by Francis of Sales. Simple serpent heads are shown in Figs. 29 and 30. The first is in ivory, at Metz, in the cabinet of M. Colchen; another, in bronze, is in the Rouen Museum, said to have served Abbe Roger of Jumièges (died 1177); and Fig. 30 is part of the chasse of St. Taurin.

Staff, cross (her.). "Is a rule used by plumbers, and borne by them as part of their armorial bearings."—Berry. See cut.

Staffordshire ware (cer.). Dr. Simeon Plot, a resident of Staffordshire, writing in 1686, mentions potteries in that country, especially at Burslem. The close proximity of clay and coal in this section has sustained potteries of considerable number to the present day. Orange, white and red
slip decoration prevailed. Containers for the marketing of butter, known as butter-pots, were made as early as 1661. They are very scarce at this day and were simple cylindrical earthenware tubs. From this modest industry grew up the more pretentious slip decoration (to which refer), caused by the vast prevalent of factories from which emanated the so-called "peasant pottery," such as posset-pots, piggins, tygs, puzzle-jugs, cradles, etc. The noted Tolt ware pieces belong to this quaint product.

A great advance in style as well as refinement in production followed when the Elers period, to be followed by the Astburys. During and after the Eler's period Staffordshire salt-glaze ware became popular. Among the leading manufacturers of this ware must be mentioned such potters as the two Astburys, Whieldon, Adams, Littler, etc.

In the latter part of the XVIII and commencement of the XIX century Staffordshire potters took up ambitious work and we find figures well modeled and colored, very often of Chelsea. "Toby" jugs, lambs, cows, houses, etc., for cottage ornament appear at this time. In 1804 we have Mason's "Ironstone China," a much admired ware. In another decade or so we start on the period that produced American and English scenic pictures. American notable buildings were with leading citizens, with Washington and Benjamin Franklin as favorites on this ware. Wood, Adams, Clews, Ridgway, Stubbs, Mayers, Rogers, Stevenson, etc., were the producers of those days.

Yoxall says Staffordshire printed ware is found "in deep blue, light blue, pink, green, purple, maroon and brown. It appears with 'views,' figure pictures, flower patterns, sea-scape, pictures of English and American buildings, mock Oriental designs, and armorial devices and flourishes." Of Staffordshire blue Dyer says fakes have heavier body than original of the same thickness. Old Staffordshire still-marks, faker's marks. Virginia Robie says pink is a later phase than the blues. It has been avoided by dealers as unprofitable, therefore small prices only should be given. But the shapes are attractive. Pink pieces date around 1830-1840. Light blue Stafford shapes are attractive also. During the light blue period a change took place in design. The low teapots, creamers and sugar-bowls, many of them closely following on the designs used by silversmiths, were replaced by tall, slender patterns. Both types may be found in light blue, and is it possible to tell approximately the date of a piece by its low or high lines. The tall teapots are accompanied by equally tall sugar-bowls and creamers, and form a decided contrast to the earlier types. It is the dark blue that is so popular and features in an example of "Mulberry" is another favorite color; brown and green also. But brown is rather scarce; "it lacks the beauty of the other tones, but has occasional faults," and that is a deep ivory tone in the body of the paste.

It is always the "historic" pieces that cost. In American prints we find scenes ("views"), public characters and events in American history. In America, naturally, American prints fetch higher prices than English scenes, etc.

Old Staffordshire is often differentiated by the borders. While each potter, at times, used all the following borders, each one favored one characteristic motif. Thus we associate the shell border with Enoch Wood, the oak-leaf and acorns with Stevenson, the rose with Ridgway, and the trumpet flower with Mayer; trees are a favorite border with both Tams and Adams; Stubbs used flowers; Riley, rolls and flowers; Phillips, flowers; Rogers, roses and leaves; Davenport, cornucopias. (Robie.)

Fakes. Spurious Clews are distinguished by their "blackness"; in fake "Syntax" subjects "the color is laid on with a heavy hand, the border loses all decorative force, center of plate is dark where it should be light, and vice versa." "Landing of Lafayette" imitations have "blackish tone in the shadows which is never found in genuine Clews blue." Dyer says most old Staffordshire has the marks, fakes rarely.

Jubilee of the Royal Porcelain Manufactory of Berlin.

The festival and opening of the Jubilee Exhibition of the Royal Porcelain Manufactory of Berlin, in celebration of the 150th year of its existence, took place at 12 o'clock noon, on Oct. 20, in the Museum of Applied Art. The Kaiser honored the festivities by his presence. The sovereign was welcomed in a speech by Minister of Trade Sydow, after which Ministerial Director Donhoff, of the Ministry of Trade, made the formal and official address of the day.

The entire staff of the Berlin Porcelain Manufactory attended the festival, and a festive evening was arranged for them on the same day. The magnificent work by the noted art historian Dr. Lenz, prepared at the request of the Minister of Trade, which deals in a comprehensive way with the manufacture of porcelain under Frederick the Great, was presented to the Kaiser on the occasion of his visit. In the glass-covered hall of the Museum of Applied Art specimens of porcelain manufacture from the time before 1800 were exhibited, while in the front rooms the classic period under Frederick William III. and IV. was represented. Elsewhere works from the last half of the 19th century and modern works since 1800 were shown.

The entire exhibition showed the development of the Royal Porcelain Manufactory, with its most important products, from the time it was nationalized up to the present. Special attention was bestowed on the products of the period of the Fredericks. Some of the most valuable exhibits were loaned by the Kaiser from his private collections at Berlin, Charlottenburg and Potsdam. Besides, loans were made by numerous German museums and by private collectors.

The festival was arranged for at 6 o'clock P.M. The Kaiser attended the festival, and a formal and official address of the day. The magnificent work by the noted art historian Dr. Lenz, prepared at the request of the Minister of Trade, which deals in a comprehensive way with the manufacture of porcelain under Frederick the Great, was presented to the Kaiser on the occasion of his visit. In the glass-covered hall of the Museum of Applied Art specimens of porcelain manufacture from the time before 1800 were exhibited, while in the front rooms the classic period under Frederick William III. and IV. was represented. Elsewhere works from the last half of the 19th century and modern works since 1800 were shown.

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A NOVEL plan for the protection of the balance staffs of watches has recently been conceived by T. Sokolowsky, of St. Louis, Mo. The object of this invention is to avoid the frequent breakage of the balance-staff pivots which occurs when a watch is dropped or subjected to a severe jolt.

We will give a brief and comprehensive description, accompanied by a copy of the drawings presented in the patent. For the purpose of protecting the pivots, the inventor has constructed the jewel settings of a singular form, as shown in Fig. 1, which is an enlarged sectional view of a portion of the balance wheel supporting plates of a watch, showing the construction and arrangement of the improved staff and jewel settings. Fig. 2 is a side view of the staff removed from the balance. The numerals denote the form of the staff, which may be given the usual or any suitable construction. On the upper end of the staff is formed an upper pivot (2), the end of which is reduced, as shown at (3), to engage with the hole and cap jewels. On the inner end of the pivot (2) is formed an annular groove and an enlarged upper portion of the aperture (10), and thereby supports the sleeve in position. Engaged with the upper portion of the aperture (10) is a centering collar (14) having an annular flange (15) which projects over and rests on the upper surface of the balance-cock (9). Engaged with the flanged upper end of the sleeve (12) is the cock-jewel, through which the reduced outer end of the pivot (2) passes. Resting on the jewel (16) is a cap-jewel holder (17), in the lower side of which is a centrally disposed socket (18), in which is arranged the upper cap-jewel (19). The cap-jewel holder is centered on the cock-jewel and in the collar (14) by an annular centering ring (20). As shown in Fig. 3, the cap-jewel holder with its jewel are yieldingly held in position to form a flush bearing for the upper end of the pivot (2), by an upper cap-holding spring (21), V-shaped and secured at its apex to the upper side of the collar (14) by a screw (22); and the forked or diverging arms (23) project over and engage the outer face of the cap-jewel setting. Loosely mounted on the flanged upper portion of the collar (14) is the regulator (25). In the pillar plate (26 in Fig. 1) is a jewel-receiving aperture (27), the lower end of which is reduced, as at 28. Engaged with the aperture (27) and resting on the shoulder formed by the reduced lower end thereof is the lower hold jewel (29), through which lower end of the pivot (6) projects. The end stone for the lower balance pivot is set in the centrally disposed socket (31). The lower end stone holder (30) is held in position to yieldingly support the lower end stone (32) and the lower end of the balance-staff by a lower jewel-holder supporting spring (31). Engaged with the upper portion of the aperture (27) in the plate (26) is a lower pivot-protecting sleeve (35) having on its lower end an annular radially projecting flange (36), which fits in the upper portion of the aperture (27) and rests on the upper side of the hold-jewel (29). The sleeve (35) is held in place in the aperture (27) by screws running into the plate (26) and having their heads engaged with the edges of the flange (36) of the sleeve. The hair-spring stud is affixed to the balance cock (9) and may be used as conveniently as in the regularly constructed watch movements. It may now readily be conceived that by yieldingly holding the upper and lower jewels of the balance-staff in position, as described above, the staff will be permitted to give or yield longitudinally when affected in either of these directions by the jarring or shaking of the watch. The yielding supports of the jewels take up the shocks and jars occasioned by shaking or bringing the watch into forcible engagement with other objects and which would otherwise be applied to the balance with more or less disastrous results. By providing the protecting sleeves...
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ALFRED G. STEIN
68 Nassau Street New York
THE HOROLOGICAL REVIEW

January 14, 1914.

(12 and 35) for the upper and lower pivots of the balance-staffs and by also providing the staffs with the annular enlargements, the inventor claims that the staff will be saved from lateral movement in any direction, which might result in breaking the ends of the pivots or the jewels.

The inventor claims that, by forming sharp annular shoulders on the enlargements of the pivots, the friction occasioned by the contact of these enlargements with the inner surfaces of the protecting sleeves is reduced to a minimum.

In the present era of thin-model watches and the prevailing demand for accuracy in timing, which demands an essential reduction of friction, some may doubt whether this invention will prove as practical as it is novel.

Watch Made in 1804.

A RETAIL jeweler of Bristol, R. I., Ed. Kunz, recently had brought to him for repairs a repeating chronometer of antique type, which strikes the hours and quarters, made in 1804 by or for Courvoisier Freres, of Geneva. It was the property of a resident of Bristol, into whose possession it came as a gift from a relative who inherited it.

According to a Naples jeweler conversant with the history of the timepiece, it is one of three that were made at the time, two now being in royal palaces, while the one brought to Mr. Kunz was formerly in the Vatican.

The movement is designated, particularly by the makers, as the Horologique Serpentine, with an engraving of a serpent on the back of the case.

The owner regards the watch as very valuable because of the source from which it was derived and the circumstances attending the gift, as well as the historical associations which it has had. He says:

"The watch was originally presented to Raffaele Maria del Franco, professor of sacred theology and Archbishop of Catanzaro, where he died 35 or 40 years ago. The archbishop had three brothers, Francisco, Luigi and Vincenzo, all distinguished men and doctors of law.

"During the reign of Pope Pius IX, the pontiff had an important meeting on one occasion for which he summoned the bishops and archbishops of the country, paying the expenses of those whom he thus called together.

"But the Archbishop Raffaele Maria del Franco not only would accept no compensation, but brought to the Pope a large contribution. In appreciation of his services and of researches that the archbishop had made, the Pope presented to him a number of gold medals, two field glasses and the watch here illustrated, and allowed him the custody of the holy body of St. Antonino, which reposes in the family chapel constructed purposely to receive it.

"When the archbishop died the watch passed to his family, residing at Caccori, Province of Catanzaro, of which Gaetano de Franco, nephew of the archbishop, was the head.

"He was an uncle to my wife, and died July 4, 1913. Some time previous to his demise the watch was intrusted to me, that I might show it to some of my friends. When I went to return it, however, he assured me that from then on the watch was mine.

"I was engaged to Costanza Lopez, a niece on his wife's side. After a few days the news of the presentation to me became known, and members of his family were much incensed, declaring that they would rather lose all their other property than this prized family relic from the hands of the Pope.

"The watch has been in my possession 11 or 12 years."

The jewelry store of John Kigler at Shamokin, Pa., was broken into one night recently and jewelry valued at $441 taken. Entrance was gained by breaking a pane of glass in the door and reaching the key which was left in the lock on the inside.

In Germany the number of those who have passed the "master's" examination, and who therefore have a right to the title of "Uhrmachermeister"—graduate watchmaker—is continually increasing, says the Deutsche Uhrmacher-Zeitung.

The very fact that those who merely have a license for carrying on a watchmaking business may not call themselves "masters" will keep prudent customers from patronizing those who have only the right to that title. If the watch buying public is to distinguish between the trained expert and the untrained watch dealer it is necessary that he who has a right to the title of "Uhrmachermeister" should not only make use of that title on his billheads and letterheads, but he should also let his customers know that he is a graduate watchmaker by means of an artistically executed diploma, which he should display in his show window and place of business.

For this purpose the German Watchmakers' Federation has caused to be prepared, in most artistic four-color printing, on cardboard, 25x36 cm., reproductions of the coat-of-arms of the federation, which were designed some time ago by the celebrated authority on heraldry, Prof. A. M. Hildebrandt. These reproductions bear the following inscription:

"This certifies that, by virtue of evidence presented by him and approved according to the Imperial trade ordinance, Mr. ——, of ——, has the right to call himself a graduated watchmaker."

These diplomas for graduate watchmakers are filled out, in beautiful lettering, with the name of the man who is entitled to the master's rank, and are signed by the chairman of the German Watchmakers' Federation. The certificates are furnished for the price of five marks, post free, including the lettering of the name and the packing. They are sent only on presentation of evidence which proves incontrovertibly that he who orders them has the right to the title of "Uhrmachermeister." It might be of interest to quote here the conditions for using the title of graduate watchmaker:

Anyone who has successfully passed the master's examination and who has passed his 24th year may call himself a graduate watchmaker. Also, anyone who, on Oct. 1, 1901, was in business for himself and was at least 24 years old, who has the rights of citizenship, and who, in addition, meets the requirements of either of the two following paragraphs:

(a) Who has been an apprentice for three years and has passed the journeyman's examination before the examining board of a chamber of trades or before a corporate body empowered to hold examinations.

(b) Who on Oct. 1, 1901, had personally practised the trade for his own account for at least five years, or had been engaged in an independent position (as manager of a workshop, of a branch establishment, or a similar position).

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metal, and a clip for keeping the said jaws in alignment with each other while permitting them to separate to receive the shank of the collar stud.

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January 14, 1914.

ACCLAIM. Clarence Heisey, Newark, O., assignor to A. H. Heisey & Co., Newark, O.

Filed Oct. 29, 1913. Serial 798,150. Term of patent 14 years.

The ornamental design for a watch chain, as shown.

45,127. BOWL. Andrew J. Sanford, Newark, O., assignor to A. H. Heisey & Co., Newark, O.

O. Filed Oct. 29, 1913. Serial 798,149. Term of patent 14 years.

The ornamental design for a bowl, substantially as shown.

45,130. SUGAR TRAY OR SIMILAR RECEPTACLE. Clarence Heisey, Newark, O., assignor to A. H. Heisey & Co., Newark, O.

Filed Oct. 29, 1913. Serial 798,150. Term of patent 14 years.

The ornamental design for a sugar tray or similar receptacle, substantially as shown.

UNITED STATES TRADE-MARKS.

The following trade-mark has been adjudged entitled to registration under the Act of Feb. 20, 1905, and is published in compliance with Section of said Act.

TRADE-MARK PUBLISHED DEC. 24, 1913.


Particular description of goods.—Mucilage, glue, sealing wax and paste.

Claims use since August, 1910.

BRITISH PATENTS.

(ABBREVIATIONS OF SPECIFICATIONS, 1912, FROM THE ILLUSTRATED OFFICIAL JOURNAL.)

ISSUE OF DEC. 10, 1913.

19,976. SUNDIALS. W. M. Homan, Glasgow. Sept. 2.

In sundials having a rotary sighting gnomon, the slit part is made adjustable about the axis to allow for the equation of time.


Relates to means for printing the time spent by workmen at work on their cards. Type-wheels are provided, one for printing a control number at entry, and another wheel driven by electric clockwork relatively thereto for printing the elapsed time. The control number type-wheel is attached by bars to a disk, both fast to the shaft, the whole carrying a magnet, the armature of which is attached to a lever carrying a pawl to drive the time-wheel. A pair of pins engaging the teeth of the time-wheel prevent irregular movement. Two slots are provided for receiving the card, the "entry" slot bringing the card opposite the control-number wheel and the day-wheel only, the "exit" slot opposite the day, control-number, and time-wheel. The day-wheel is set by gearing from a pinion operated by a detachable key, and carries a cam engaging a lever carrying a card support. The plate is carried by a spring-actuated lever operated by a hand-lever. At entry, the workman turns the crank to bring the time-wheel to the zero position, which is determined by a lug on the wheel meeting a stop-lever. The control number then printed is brought to the printing position at exit by bringing the number on a setting-wheel opposite a pointer on the casing.


In a clock of the kind driven by a spring which is re-energized at short intervals by an electro-magnet, a contact-device in the circuit of the magnet comprises a lever to which is attached a weight, and is such as a balanced wheel under the action of the spring. One arm of the lever is normally held out of engagement with a contact by means of a pin engaging a rod on the other arm co-operating with a catch having a part which is held by a spring against a ratchet-wheel on one of the arbors of the clock-train. This wheel may be the one through which the power of the driving-spring is first transmitted. As a tooth of the wheel passes under the projection, the pin is freed from the ends of the catch in two stages, and owing to the influence of the weight, the lever swings over and closes the circuit. The armature is then attracted and stretches the driving-spring, and at the same time, by means of a slotted plate through which a connecting-rod passes, pulls down the arm and breaks the circuit. The momentum of the weight carries the pin into engagement with the catch, by which it is retained until the next release.


A stylographic reservoir pen of the kind provided, one for printing a control number at entry, and another wheel driven by electric clockwork relatively thereto for printing the elapsed time.

ACCLAIM. Clarence Heisey, Newark, O., assignor to A. H. Heisey & Co., Newark, O.

Filed Oct. 29, 1913. Serial 798,150. Term of patent 14 years.

The ornamental design for a watch chain, as shown.


O. Filed Oct. 29, 1913. Serial 798,149. Term of patent 14 years.

The ornamental design for a bowl, substantially as shown.
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Patented March 1, 1910.

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provided with means for retracting the writing-end into the barrel comprises a needle or stylus f attached directly or indirectly to a rod c, disposed within the barrel and adapted to be retracted or projected by suitable mechanism, and a pen-section g also attached to the rod c, preferably by means of a screw-thread g so that, by screwing the pen-section on or off the rod c, the extent of projection of the needle from the pen-section may be varied. The pen-section g, which may be constructed of celluloid or like transparent material, is provided with slots j to admit ink to the needle, and with grooves i for the supply of air. The rod c is conveniently operated by means of a pin d on the rod which engages a straight groove in the barrel and a spiral slot in a sleeve attached directly or indirectly to the rod c, disposed within the barrel and adapted to be retracted or projected by suitable mechanism, and a pen-section g also attached to the rod c, preferably by means of a screw-thread g so that, by screwing the pen-section on or off the rod c, the extent of projection of the needle from the pen-section may be varied. The pen-section g, which may be constructed of celluloid or like transparent material, is provided with slots j to admit ink to the needle, and with grooves i for the supply of air.

 Applications for British patents, Dec. 15-20.

28,856. DEVICE FOR PROTECTING HATPIN POINTS. L. DePaire Mote.

29,056. EYEGlasses. C. A. Walker.

29,081. PROTECTOR OR COVER FOR THE POINTS OF HATPINS AND THE LIKE. P. M. Grant.

29,080. MEANS FOR PROTECTING HATPIN POINTS. G. B. Gifford, Hall.

29,202. HATPINS. G. A. Sax.

29,222. HATPIN GUARDS. S. L. Slocock.

29,352. HATPIN WITH IMPROVEMENT FOR POINT PROTECTOR. A. Smith.

29,355. PROTECTOR FOR THE POINT OF HAPINS. A. Smith.

29,391. SHIELD. W. C. Cooman, Providence, R. I.

Man Power vs. Mechanical Power.

THE photograph shown herewith, which was taken during the annual convention of the salesmen of the R. Wallace & Sons Mfg. Co., recently held at the main offices and plant in Wallingford, Conn., was sent in with a news story but was not used with it because it has little news value in the comparison which it so clearly gives of the size of the "man power" and the mechanical power machines used by this great corporation, the comparison applying equally to all corporations.

The enormous crane, on the arm of which every one of the men shown below could sit with ease without interfering with its working power, was installed a few weeks ago simply to facilitate the handling of coal, heavy machinery, and mill supplies. Its principal work will be to fill a coal pit which is 142 feet in diameter, the shovel being able to pick up a ton at each "gulp." Wonderful as the work is that can be performed by this traveling crane, it is simply incidental to the first stages of the manufacturing of the product, while the work of the thin line of men shown underneath (who represent most of the traveling salesmen and executives who were then making a trip through the Wallace plant) means the marketing and distribution of the entire product throughout this country and Europe.

When we think of the difference in effect between the work of the two machines shown in the picture, one run by brains and the other by steam, we can get an idea of the enormous difference and superiority represented by man power over mechanical power.

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Special Notices.

Payable invariably in advance.
Rates under all headings except "Situations Wanted" 3c. a word; minimum charge, 75c. Payable invariably in advance. Additional words count as words, and are charged for as part of the advertisement.

Display cards, 4.00 per inch. In all cases, if answers are to be forwarded, 10c. extra to cover postage must be enclosed.

Advertisements that are not subscribers should send 10c. if they desire a copy of the paper containing their advertisement.

Situations Wanted.

Under this heading, only, 1c. a word for first 25 words, 3c. for each additional word; minimum charge, 25c.

BY YOUNG MAN repairing clocks and waiting on trade; experienced and A 1 references. Address "L., 4691", care Jewelers' Circular.

SALESMAN, on gold and platinum jewelry, first class in working out ideas; highest references from best houses. Address "X., 4548", care Jewelers' Circular.

WATCHMAKER who can also do jewelry repairing, optical work and engraving, thoroughly competent; 16 years' experience. Address "L., 4583", care Jewelers' Circular.

WATCHMAKER who desires position with wholesale jewelry house; 20 years' experience in the jewelry line; can repair all tools; best of references. Address "M., 4696", care Jewelers' Circular.

SALESMAN, 25 years' experience in wholesale jewelry line, desires position with manufacturer or wholesaler; can furnish all references. Address "Q., 4706", care Jewelers' Circular.

SALESMAN with established trade from New York to middle west desires medium price manufacturing line of plated or filled jewelry. Address "L., 4581", care Jewelers' Circular.

SALESMAN open for position with reliable house; would prefer line of gold card jewelry; A 1 references as to experience and reliability. Address "E., 4472", care Jewelers' Circular.

A MANUFACTURING JEWELER, opsometrist, watchmaker and engraver, desires a permanent position; good habits, willing worker. Address "T., 4707", care Jewelers' Circular.


FIRST CLASS watchmaker, good engraver, knowledge of optics, 34, experienced and reliable; west preferred; 9 years' experience and A 1 references. Address "E., 4645", care Jewelers' Circular.

BOOKKEEPER, expert, controls your accounts, trial balance, opening and closing of books, weekly or monthly; moderate. Address "H., 4609", care Jewelers' Circular.

YOUNG LADY, understands jewelry thoroughly, bookkeeping, stenography, typing and office work, wishes position. Address "V., 4694", care Jewelers' Circular.

FIRST CLASS watchmaker and salesman, young man, can do clock and jewelry repairing, have own tools, and can repair all tools; best of references. Address "A., 4684", care Jewelers' Circular.

ENGRAVER, young lady, desires position at once; will wait on trade and furnish samples and references. Address "E., 4655", care Jewelers' Circular.

SALESMAN, 24, with record, wishes to connect with manufacturing or jobbing house; A 1 references; has good city trade. Address "J., 4611", care Jewelers' Circular.

FIRST CLASS watchmaker, good engraver, knowledge of optics, 34, experienced and reliable; west preferred; 9 years' experience; state salary. Address Rudicill, Box 299, Emporia, Kans.

THOROUGH first-class rapid watchmaker offers his services for short engagements to help those behind with their work; charges 50 per cent. Dan Sharpe, Brookings, S. D.

WANTED, POSITION as traveling salesman for jewelry line; experienced traveler other lines, industrious worker with best record. H. M. Van Vlakenburgh, Chickering St., Pittsfield, Mass.

BOOKKEEPER, expert, controls your accounts, trial balance, opening and closing of books, weekly or monthly; moderate. Address "H., 4609", care Jewelers' Circular.

SALESMAN wishes high grade jewelry line from jobbing house; has established trade in Missouri, Oklahoma, Kansas and Texas. Address "B., 4607", care Jewelers' Circular.

WATCHMAKER of long experience is open for good position; good tools, fine references. Address "W., 4583", care Jewelers' Circular.

YOUNG MAN, 21, 6 years' experience as office assistant and salesman, desires inside position; has had experience as New York city and traveling salesman. Address "K., 4607", care Jewelers' Circular.
TRAVELER, 12 years' experience, wants manufacturers' or jobbers' line from Chicago to Pacific coast; knows trade thoroughly and has good following; best references. Address "D., 4477," care Jewelers' Circular.

WATCHMAKER and good engraver wants a permanent position; age 25, A 1 record, 7 years experience as engraver on advertising, expert preferred; salary, $18. Address "R. A. B., 4650," care Jewelers' Circular.

ENGRAVER; letters and monograms on ivory, silver ware, jewelry; also am salesman, designer and etcher; $1.50 premium; 4 years permanent position in any vicinity. Wm. Stevens, 471 Fill St., (Station J), Brooklyn, N. Y.

AMBITION,YOUNG LADY wishes position as engraver, has had full course of instruction and some experience; best of references; prefers New England or New York. Address "A. B. C., 4699," care Jewelers' Circular.

MANAGER of a first class jewelry store desires position in similar capacity, Pacific coast preferred; 12 years experience; expert watchmaker and optician. Address Manager, 12 Salem Ave., West, Roanoke, Va.

FIRST CLASS WATCHMAKER desires position in west, position must be permanent; 15 years' experience and fine set of tools; best of references can handle railroad orders and he can work longer hours. Address "E., 4600," care Jewelers' Circular.


WANTED, TRAVELER, 20, American, single, nor liquor nor tobacco; has worked in machine, experience railroad work; complete equipment; best references. Address "W. M., 4598," care Jewelers' Circular.

SALESMAN, 23, American, single, no liquor nor tobacco; has worked in machine, experience railroad work; complete equipment; best references. Address "W. M., 4598," care Jewelers' Circular.

SALESMAN desires a ring, chain and bracelet line, in connection with Newark gold manufacturing line, for local territory. Address "E., 4675," care Jewelers' Circular.

SALESMAN to take out a line of high grade sterling hollowware, as side line in south and middle west; commission basis only; none but well experienced men considered. Address "O., 4681," care Jewelers' Circular.


WATCHMAKER, first class man, prefer one who understands optics for one of the leading jewelers in a large city; steady position and good salary for the right party. Address "C., 4680," care Jewelers' Circular.

YOUNG MAN, 22 years of age, 3 years' experience at jewelry repairing, at once; must be a hustler. Address Toledo Jewelry Mfg. Co., 217 Smith & Baker Bldg., Toledo, Ohio.

YOUNG LADY to take care of correspondence, also typewrite, fill orders and do general office duties; state age, experience and salary. Address "W. H., 4695," care Jewelers' Circular.


SALESMAN, 22 years of age, 3 years' experience, desires position as a letter and monogram engraver; large retail jewelry store preferred where he can act in the capacity as salesman; A1 references. Address "D., 4697," care Jewelers' Circular.

SALESMAN wishes position to handle city and out of town office trade; have sold retail and department stores for ten years. Address "O., 4638," care Jewelers' Circular.

WANTED, YOUNG MAN with 3 or 4 years' experience at jewelry repairing, at once; must be a hustler. Address Toledo Jewelry Mfg. Co., 217 Smith & Baker Bldg., Toledo, Ohio.

FOREMAN WANTED for platinum and gold diamond mounting factory, one with experience and reference; good position for right man. Address "X., 4690," care Jewelers' Circular.

FIRST CLASS ENGRAVER, jeweler and stone setter; salary $1,000; position open now; send samples of engraving and address of two or more references. R. Brandt, Athens, Ga.

WANTED, an experienced clerk who knows the jobbing line thoroughly, one who can take full charge; state where last employed and salary. Address "A. B., 4679," care Jewelers' Circular.


WILL PAY eighteen to twenty dollars for a good all around man, with good single man preferred; must have experience; position permanent. W. F. Stricker, Chester, S. C.

SALESMAN, Canadian territory, to carry popular priced line of sterling silver hollow ware and silver plate food and drink service; one hundred dollars a month plus commission. Address "A., 4649," care Jewelers' Circular.

WANTED, at once, a first class jeweler and engraver; permanent position to a first class manufacturer; send samples of work and state salary in first letter. Address "E., 4681," care Jewelers' Circular.


WANTED, OPTICIAN WANTED to take one-half of the business of a firm doing a large business in the retail trade for a good salary. Address "O., 4679," care Jewelers' Circular.

SALESMAN, first class man, prefer one who understands optics for one of the leading jewelers in a large city; steady position and good salary for the right party. Address "O., 4680," care Jewelers' Circular.
Special Notices.

(Continued from page 131.)

HELP WANTED—Continued.

WATCHMAKER: we want a strictly first class watchmaker, one who is a thorough mechanic and accustomed to high grade work; do not apply unless you are confident of being the man we want; position permanent; salary $250 per week. Address Pulverman Jewelry Co., Huntington, W. Va.

WANTED, AT ONCE, first class engraver and jeweler, also to do clock work and assist on watchwork when necessary; position permanent; prefer a young man who wants to work up. Address R. T. Chapman, 1406 Atlantic Ave., Atlantic City, N. J.

WANTED, experienced salesman to handle our up-to-date line of 10, 25 and 50 cent goods to the jobbers and notion trade on strictly commission basis, middle west to coast; must be well known to the trade, also AA references required; all communications strictly confidential. Address Blacher Bros., Providence, R. I.

FOR SALE, jewelry store fixtures, in fast growing section of large New Jersey city; repairing will keep two men busy; modern, well arranged, for whom, volume of business, your references; only first class man considered, for confidential. Address The Shepard Mfg. Co., Drawer 13, Melrose Highlands, Mass.

WATCHMAKER OR JEWELER: jewelry store, long established in Brooklyn, $2,000 cash; account closed. Address "M., 4640," care Jewelers' Circular.

FOR SALE, a handsome jewelry store in State of Washington, doing an annual business of $14,000; inventory $3,000. Address "J., 4675," care Jewelers' Circular.

DIAMONDS: quarters, $68; three-eighths, $85; half, $120; three-quarters, $150; carats, $18 per carat; pure white gems. F. Hinrichsen, 71 Columbia St., Newark, N. J.

FOR SALE, jewelry store fixtures, in Queens Borough; must be competent jeweler; small investment. John Sommers, watchmaker and jeweler for the trade, 62 W. Madison St., Chicago, Ill.

FOR SALE, polishing motor, "Green's" alternating current, 110 volts, speed, 1900, cycle 60, all attachments, buffs, brushes, stone perfect condition, $25. Clifton Novelty Co., 452 E. 140th St., New York.

FOR SALE, flat and wire power rolls, four head polishing outfit, foot press, drop hammer, sand blast, blowers, lot small machines and tools. Leiman, 62 John St., New York.

FOR SALE, beautiful designs jewelers' display fixtures; telescopes, trays, pads, boxes, etc., low prices; 2,500 razor boxes at sacrifice. Mozar & Meyer, 48 Maiden Lane, New York.

FOR SALE, flat and wire power rolls, four head polishing outfit, foot press, drop hammer, sand blast, lot small machines and tools. Leiman, 62 John St., New York.

BEAUTIFUL designs jewelers' display fixtures; telescopes, trays, pads, boxes, etc., low prices; 2,500 razor boxes at sacrifice. Mozar & Meyer, 48 Maiden Lane, New York.

WANT!] first class manufacturing jeweler, expert in diamond cutting; all kinds of platinum as well as gold work, the execution of special designs for new men as well as current repairs; work good salary and prospects of advancement for the right man; steady position; strictest confidence; your references and other useful particulars. Address Silberberg Bros., El Paso, Texas.

TRADER WANTED, to sell souvenier spoons and jewelry from Pacific Coast to Salt Lake; state in first letter what part of the territory you have covered, for whom, volume of business, your references; only first class man considered, for confidential. Address The Shepard Mfg. Co., Drawer 13, Melrose Highlands, Mass.

WANTED, to assist on watch work when necessary; position permanent; salary $250 per week. Address Pulverman Jewelry Co., Huntington, W. Va.

WANTED, AT ONCE, first class engraver and jeweler, also to do clock work and assist on watchwork when necessary; position permanent; prefer a young man who wants to work up. Address R. T. Chapman, 1406 Atlantic Ave., Atlantic City, N. J.

WANTED, experienced salesman to handle our up-to-date line of 10, 25 and 50 cent goods to the jobbers and notion trade on strictly commission basis, middle west to coast; must be well known to the trade, also AA references required; all communications strictly confidential. Address Blacher Bros., Providence, R. I.

FOR SALE, jewelry store fixtures, in fast growing section of large New Jersey city; repairing will keep two men busy; modern, well arranged, for whom, volume of business, your references; only first class man considered, for confidential. Address The Shepard Mfg. Co., Drawer 13, Melrose Highlands, Mass.

WANTED, a thoroughly experienced man who has had the jobbing stone business and understands selling imitation and precious stones on the road; state full experience. Address "L. E., 4650," care Jewelers' Circular.


WANTED AT ONCE, first class engraver and fair jeweler, one who can assist on watchwork and handle small jobbing. Address first class of trade preferred; good salary and steady position to the right man; volume of business, references and sample of engraving in first letter. Address "L. E., 4650," care Jewelers' Circular.

WANTED, a thoroughly experienced man who has handled the jobbing stone business and understands selling imitation and precious stones on the road; state full experience. Address "L. E., 4654," care Jewelers' Circular.

MANUFACTURER of solid gold rings, scarf pins, pendants and gold filled chains, requires the services of a salable, up-to-date trade jeweler in the middle west; a man without bad habits, honest, reliable and one who will work to a profit. Address "L. E., 4654," care Jewelers' Circular.
BUSINESS OPPORTUNITIES—Cont’d.

IF YOU WISH TO RETIRE from business, or have surplus stock to dispose of, consult with me; it will be to your benefit; I am in a position to pay better prices than anybody. Ben. Roth, wholesale jewelers, 235 S. Dearborn St., Chicago, Ill.

WE ARE the largest buyers of jewelry stocks in the United States and pay the highest prices; send your diamonds, watches and jewelry to us and receive cash by return mail; bank references. Bauman Jewelry Co., 71 W. Madison St., Chicago, Ill.

YOUNG MAN, 27 years of age, good watchmaker, single, has a paid up stock of diamonds, watches and jewelry, up-to-date values, $5,000, and $1,000 cash, good credit and good references, would like to change location or go in partnership with a good reliable man in the local business, or buy out a good place in a good business town. Address "J. S. 4430," care Jeweler’s Circular.

CASH IMMEDIATELY: spot cash for your odds and ends, or surplus stock of diamonds, watches and jewelry; cash sent by return mail: National Bank references. Arnold Pincus, 46 Maiden Lane, New York.

DIAMONDS at great bargains, $45 per carat and up; mounted rings and other diamond jewelry bought from private people sold at half the regular price; sent on memo. bill to rated dealers; sold for cash only. Dan L. Murray, 3 Maiden Lane, New York.

To Let.
3c. a word; minimum charge, 75c.

PART OF OFFICE in Silversmiths Bldg., 15 Maiden Lane, New York, to sublet; good light, rent moderate; suitable for manufacturer’s representative. Waite-Evans Co., Room 1708.

FOR RENT, desirable small office facing Maiden Lane on Fifth floor of Broadway-Maiden Lane Building, 170 Broadway. Inquire Room 509, 170 Broadway, New York.

Valuable Optical Books

REFRACTION AND HOW TO REFRACT. By Thorington. 200 illustrations, 13 of which are colored. Price, $1.50.

TRANSPOSITIONS. By Lockwood. 83 pages. 29 diagrams, bound strongly in paper. A clear and practical exposition of transpositions of lens values. Price, 50 cents.

STRAINSUS OR SQUINT. By Valse. Illustrated. Price, $1.75.

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RESEARCHES IN COLOR VISION. By Sir William de W. Atney. 418 pages, 4 colored plates, 150 illustrations and many tables. Price, $6.00.

Optical Publishing Company
11 John Street
New York

CLEVELAND, OHIO
Office: 415 Hippodrome Bldg.
Sales Made for Legitimate Jewelers Only

The Man of the Hour

Mr. Jeweler:

Why am I always busy?

There is a reason; think it over; write the parties below—they will tell you.

—List of firms I made sales for in the last 12 months:

Jas. K. Stebens & Son, Ashtabula, O.
C. J. Wurst, Elyria, O.
Acme Silver Co., Cleveland, O.
G. Judd Williams Estate, Urbana, O.
S. E. Barlow, Georgetown, Ky.
The Ignatius Longtine Co., 1229 West 25th St., Cleveland, O.
Now selling The Fourth St. Jewelry Co., Cleveland, O.

Write me for further particulars.

J. A. CONN, Auctioneer
126 North Main Street
URBANA, OHIO
KASTENHUBER & LEHRFELD

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GOLD, SILVER and PLATINUM

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Silverware of Every Description
Made Like New

If It's Difficult Jewelry Repairing Send It To Us

MESH BAGS
REPAIRED, RESILVERED AND RELINED
75c. to $1.00

Our modern and thoroughly equipped shop permits us to give prompt and accurate attention to all kinds of Jewelry Repairing, Stone Setting, Gold and Silver Plating.

Breslavsky Bros.
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Safety Watch Bow

Watches with our bow possess individuality, create confidence and will increase your business. We make a special bow for repair purposes in all sizes, antique and round, that can be attached to any watch without changing the pendant, and will be as secure as our complete pendant and bow.

Write for our Booklet
THE WACHTER MFG. CO.
HARTFORD, CONN.

IF YOU WANT A POSITION
YOU WANT A SALESMAN
YOU WANT A WORKMAN
YOU WANT TO EXCHANGE
YOU WANT A PARTNER
YOU WANT TO SELL OUT
YOU WANT TO LET A PLACE
YOU WANT ANYTHING
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Want Advertisements
of the
JEWELERS' CIRCULAR-WEEKLY

PRACTICAL COURSE IN ADJUSTING
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Plate and wire in any hardness, seamless platinum tubing a specialty. Platinum, gold and silver refiners. Assayers and sweep smelters.

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Works at 225-227-229-231 New Jersey Railroad Avenue,
NEWARK, N.J.
Our New York Office,
Charles Engelhard, Hudson Terminal Bldg.,
39 Church Street
January 14, 1914.

THE JEWELERS' CIRCULAR-WEEKLY

TYLER & GREGORY
Auctioneers
Diamonds Jewelry China Art
37 SOUTH WABASH AVE., CHICAGO

Our record for the past 20 years as selling experts for retail jewelers will bear the most careful investigation. We sell the goods you wish sold. We use original ideas in advertising sales which bring the buyers. We employ no extravagant or flamboyant schemes, but rely on safe and sound selling methods, which assure success, a profit and protection for future business. We conduct all sales personally. It is two high-class auctioneers for the one price.

Correspondence confidential. When writing give full details, amount of stock and size of room. Should we be out of the city, a few days' delay may occur. Wait for reply. We answer all letters.

Our record is an open book, backed up with live facts and sales of recent dates, for firms with reputation and standing. We mention a few:

CLAUDE WHEELER, Columbia, Mo., Secretary National Retail Jewelers' Association; A. S. FONVILLE, Wichita Falls, Texas, one of the leading Jewelers of Texas; JOHN C. PIERIK, Springfield, Ill., one of the largest Jewelers of Illinois; KINSEL & PETRI, Columbus, Ga., one of the oldest leading firms of the South; EGERMANN & SON, Aurora, Ill., the largest and oldest firm in Aurora, Ill.; PICARD & MOSS, Jamestown, N. Dak., well-known Jewelers of the Northwest.

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MORTON BLDG.
110-116 NASSAU ST. (NEAR FULTON)

Better light, More space at Lower rental than any building in the Jewelry district.

TRIPLE YOUR INCOME
Jewelers in the Installment Business
Make Money All the Year Round

Why Can't You?
In addition to the credit features, my system increases your cash sales. I have done it for others, I can do it for you. Highest recommendations from all who have used my system. Twenty years' actual experience.

A. ISAACS
Suite 209-210 Bakewell Building
Pittsburgh, Pa.

Gems and Precious Stones
Flexible Cover, postpaid, 50c.

PUBLISHED BY
The Jewelers' Circular Publishing Co.
11 John St., New York
CLASS WILL TELL. The past year has been the most successful year of my long career. During the whole of 1913 my flag was unfurled at the door of some leading Jeweler in some good town. There is a reason. Think it over.

The two sales below are the last two sales I made in 1913. I would like to publish my whole year's work, but space will not permit. Any one wishing to know, I will gladly furnish it to them. Mr. Gallet has been the leading Jeweler for thirty years. Mr. T. J. Routlege has been in business 18 years, and has been the leading jeweler there for 10 years.

TO WHOM IT MAY CONCERN:

I established myself in 1883, and after 30 years in the jewelry business I concluded to close out the larger part of my stock at auction. Naturally I was in a dilemma as to whom to engage to conduct my sale and still maintain my reputation as the most reliable and leading jeweler in the city, which my 30 years in Aberdeen justified me in. Happily I closed with Mr. H. J. Hooper, of 37 Maiden Lane, New York, who has by his inviting and gentlemanly methods made this sale a phenomenal success, not only in the manner of handling my customers of many years, but what is more important to a jeweler, viz., the profits he made for me.

If any jeweler requires the services of an auctioneer who will leave his reputation unimpaired and still maintain prices, I cheerfully recommend Mr. H. J. Hooper.

(Signed) D. G. GALLETT.

A better standard was not demanded of Jewelry Auctioneers when Hooper entered the field.

37 Maiden Lane, New York
Telephone 2771 John

H. E. GLENDORE & CO.

1112 Heyworth Building, Chicago

Well Known by the Trade

In January of 1913 H. E. Glendore sold $10,000.00 worth of goods for me. Absolutely more than satisfied—SAM FRIEDLANDER, of Crescent Loan Co., Memphis, Tenn.

H. E. Glendore sold $11,000.00 out of the Cradison & Co. stock of Cincinnati in nine days in March. Sale held for the Chicago buyer.

In twelve days in May H. E. Glendore sold $6,500.00 and we can and do say that we are more than satisfied with the margin and his ability and salesmanship. It showed us what could be done in a legitimate auction sale with absolutely no harm to our reputation when you have the right talent to do it—BLACK & CAREERBON, Waterloo, Ia.

H. E. GLENDORE

Auctioneer of Ability and Established Reputation

H. E. Glendore sold $25,000.00 in 7 weeks. The sale was more than satisfactory and should I have another sale and it was possible to get H. E. Glendore & Co. they would make my sale.—E. WALT, of Birmingham Loan Co., Birmingham, Ala.

Twenty Years' Experience

A most marvelous sale way beyond my expectations, selling $10,000 worth in only 11½ days in April.—Geo. Allom, Marshalltown, Ia.

In May of 1912, in nine days a stock that was appraised for $3,000.00 H. E. Glendore got $3,800.00, and I had $1,000.00 and fixtures valued at $550.00 left. Only nine days' work in a town of 4,000.—VON SUTTER, Canton, Miss.

From the 15th to the night of the 24th of December, 1912, in a town of only 2,200, H. E. Glendore sold for me $4,000.00 and at a margin that more than satisfied me.—E. THORNBERG, Park River, N. D.
January 14, 1914.

THE JEWELERS' CIRCULAR-WEEKLY

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THESE ARE FACTS YOU MUST RECKON WITH

Dead stock is one of the greatest stumbling blocks to business success.

Paying cash for goods and getting the benefit, not only of the cash discount but the much lower price that will be quoted for cash, is one of the most important items in any successful business.

Most jewelers have enough dead stock, if turned into cash, to put their business on a cash basis.

Systematizing your business, paying cash for goods, keeping new, up-to-date merchandise for your customers spells success; success means dollars in your pocket, a prosperous business and a contented mind.

WE CAN GET THE DOLLARS FOR YOU

From five thousand to twenty thousand dollars per week profitably

AT AUCTION

Our ability to do this in a way that will build up your future business we prove by the testimony of some of the most progressive jewelers in the United States and Canada.

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"America's Leading Jewelry Auctioneer"

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Specializing in sales of the higher class stores, where an auctioneer of education and real ability is needed.

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Hand uses methods that are in accordance with legitimate business.

Hand does not misrepresent or exaggerate in selling.

Hand carries no goods of his own to sell under your reputation.

Hand sales are attended by the elite of every community where he sells.

Hand leaves you with your reputation unsullied.

Hand will conduct the kind of sale you want and will produce the results you desire.

Hand is assisted at all large sales by his two competent auctioneers.

Hand conducts all sales personally and never disappoints. The things you don't like about auctions are obviated at the "Hand sales."

Have been selected to conduct sales by banks, trustees, administrators and under the supervision of the United States Government after the record and ability of every auctioneer of prominence was investigated. Charges no higher than those of the auctioneer of little ability or the faker that is found in every line of work.

If you desire it, will come to your store for personal interview without obligation on your part. All correspondence strictly confidential. Will advance cash and render any honorable assistance.

References and records of past sales that are not equalled by any auctioneer in America.

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