Necklace of Gold with Emeralds, Roman Early Imperial Period, Found in Nazareth, Palestine

Courtesy of the Metropolitan Museum of Art.
THE Lancaster Pattern is endorsed by social leaders throughout the country, and many discerning jewelers have found it profitable to stock a full line of a pattern supported by accumulated social prestige.

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Sag Harbor, New York

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Art in Labor

A Chapter on Responsibilities in Our Social System

By Henry W. Kent, Secretary Metropolitan Museum of Art

There is a certain element of the humor- ous in our discussing the possibility of introducing Art into Labor, when the colleges and universities, ever regardful of young America, have kicked the oldest of the Humanities out of doors. If, however, we believe that our part in the world, we may nibble as on a crumb of comfort, that thought that while Art is one of the Humanities, it is a commodity as well. On that score, perhaps, the colleges and universities will admit it to their crowded schedules of study, along with journalism, automobile repairing, and other things. Some of us are prepared to argue the matter, but here, among those who stand for Art in all of its relationships, I may be permitted to assume the premises in the case, and to devote my time to a consideration of some of the factors responsible for Art in Labor.

Let us admit that Art is a commodity when properly admired with manufactures. The French have proved it. They have made it essential to their products. Indeed, they have achieved through it a national style. Greece did the same, so did Rome, so did Italy once. It is not too much to hope that with time we may attain to a general recognition of the value of style, and even achieve a national one. In what is called a melting pot, perhaps our many racial qualifications will get smelted into something resembling style. Heaven knows what it will be like, but it is safe to say that it will be something more than a Beaux Arts facade to a building, or a Louis XV room in household decoration. The responsibility for a national style lies upon no one pair of shoulders, but rests upon us all. No great nation has been without it. A manufacturing nation without it would not be above the machines that make her goods. National taste, then, is a national responsibility. Recognition of this fact would result in training. It is an axiom that to train a people requires that they should be taken in hand when young. This is just as true of training in a feeling for style, or art in manufactures, or whatever name you choose to give it, as in a feeling for economy or patriotism. There are sporadic attempts to teach this thing in the schools of some cities through what in their schedules of studies is called drawing and Art, and through school room decoration, and in some colleges through what is called the History of Art, but these are not general and are not very seriously recognized or encouraged by the educational authorities of the Government. There can not be a general sense of style as a necessity until the need for sound and conscientious teaching of the people when young is understood in the Government, and is taken in hand when young. This is just possible before. Perhaps the time may even come with the war which before was seen darkly. Their problems are peculiar, chiefly owing to the competition their students encounter in the products of the schools of other countries, especially those of France, through the purchase by American manufacturers of foreign designs. Their opportunity to show whether their training was as thorough and the qualifications of their students as competent as their European rivals' came with the war, when the supply from abroad in large measure was shut off. It may be questioned whether what I believe to be the general practice of design schools in this country of teaching designing without practical rendering and of the trade and practical opportunity of the artists in rendering without design are wise ones. But this is their responsibility, and we may assume that it will receive attention since it affects their existence. Much has been made clear by the war which before was seen darkly.

Theories may now be measured by more definite rules, such as will hereafter be laid down by those who are competent to express opinions, the manufacturers. Technical Schools have an opportunity to play a part in manufactures and through them in the national life never imagined as possible before. Perhaps the time may even come when the professional designer will be recognized, a measure of honest generosity and justice seldom practiced in the country.

The test of the degree of Style possessed by a people lies in what it makes and what it buys. The art sense in purchasing does not lie in what its few sophisticated collectors or its superfluously rich buy. In the average home today is found a greater degree of physical comfort—bathubs, furnaces, electric lights—than ever obtained in the history of the world before, and a degree of aspiration after pleasant things, a striving indeed for “effect,” “color schemes,” “harmonies,” and other things in phrases of the interior decorator and art schools. There is found, also, a seeking to put into practice the trivulatures taken from certain monthly publications with pages devoted to art in the home, and more pages of advertisements devoted to art in the shops. I am not meaning to underrate the value of these agencies. They are good. They have done much to encourage a taste in the house, and they have reached many people. However the old rule for the giving of advice, “First find out what is wanted, and then give it,” they have sought to give what they believe would be liked. But they can do better. A liking for pretty things does not constitute Taste. Let them set a higher standard on the part of their contributors, especially with regard to the teaching of good and bad styles. A real responsibility is laid upon editor and contributor of such magazines, especially those who serve two masters, advertiser and reader.

I count the responsibility for art of the trade journals, those that serve the trades entirely, as one of the greatest in the country today. They exercise a power behind the throne of labor, and upon them depends to a degree unmagnified by most laymen, the opportunity for the teaching of the theories of art in trade. Let them add to their staffs people trained in this subject and competent to deal with it.

The present-day interest in objects of decorative art, dyes, and all the things that enter into personal and household furnishings, does not necessarily indicate a growing intelligence in style of manufactures on the part of the people. As the schools, the trade journals, and the advertisers about “Parisian styles,” “London fashions,” “French this and that,” and “English the other.” Such talk is as old as our grandfathers and their colonial imitations, reasonable enough then, when shipments just arrived from London, meant a real supply of what could not be obtained at home, but it is doubtful if statistics would not show that we are producing as much and as durable goods, in quantities sufficient to supply all our people, as any that ever came out of France or England.

Part of our belief in the supremacy of overseas goods is due to a tradition, a hundred and fifty years old, part to the thoughtful intention of manufacturers and shop-keepers alike to keep the tradition alive, and part to a real excellence in a small percentage of our imports. A re-
Larter Dress Jewelry is Supreme

Larter Automatic Shirt Studs with Larter Automatic Vest Buttons, both constructed with spring within the tube, give greater ease of operation and greater strength.

This mechanical superiority augmented by artistic designs carefully developed assure the wearer of Larter Dress Jewelry of comfort, satisfaction and modishness.

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Is It Pewter or Britannia Metal?

In his very useful, seriously intended though humorously written, work "Collecting as a Pastime," (1920) Charles Rowed says concerning Britannia metal and that "The question as to what is the difference between pewter and Britannia metal has not to my knowledge been clearly explained, I therefore deal with this question somewhat didactically." He read the following information in W. Redman's "Marks on Old Pewter" as the "only book bearing on the subject he could hear of." The manufacture of pewter ware. Alloy: 80 per cent tin, 10 per cent antimony, and a little copper. Now, there are many readers of the JEWELERS' CIRCULAR interested in pewter who are also unaware of the actual difference between pewter and Britannia metal, and to help in the confusion the following definitions are given for these two alloys. In his "History of Old Sheffield Plate" (1912), Bradbury says Britannia metal has no lead in its ingredients, and that the plate therefore has a more pleasing appearance of pewter. He gives the following usual ingredients: "20 parts tin, 12 parts antimony, 4 parts copper—no lead.

The JEWELERS' CIRCULAR

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Rowed obtained a copy of "Old Pewter," by Malcolm Bell and wrote him on the point; in reply he received the following:

"In reply I must point out that for the part I could not pretend to draw any hard and fast line between pewter and Britannia metal, for though one can tell the difference between the extreme types by the eye the varieties merge so gradually into each other that the boundary is indefinable. In fact, hard metal pewter with 96 parts tin, 8 of antimony, and 2 of copper, . . .

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(Continued on page 71)
Pliny the Elder, ancient Roman naturalist and scientist, was born A. D. 23 and died in the year 100. His writings on natural history are useful as affording us a knowledge of what facts (and fables) the then civilized world was acquainted with. But he was a garrulous soul and tells us a lot of things seriously that are highly amusing to 20th century educated minds. Would you not like to know what information he gave his fellow citizens on the subject of silver-smithing, (known as caelatura in his day)? It is not much and it is highly diverting reading on hot days. Here it is:

"Curiously enough, none has become famous as gold chasers, many as chasers of silver. Of those the most esteemed is Mentor, whom I have already mentioned. He made four pairs of cups in all, none of which, it is said, is extant; they perished when the temples of Artemis at Ephesos and of Jupiter on the Capitol were burnt down. Varro speaks of a bronze statue in his possession also from the hand of Mentor. Next to him Akragas, Boethus, and Mys, were in great admiration."

"Works by these three are still to be seen in the island of Rhodes; so Boethus in the temple of Athena at Lindos, by Akragas cups with figures of Centaurs and Bacchantes in the temple of Dionysos in the city of Rhodes, and in the same temple cups by Mys with figures of Silenoi and Erotes. Cups decorated round the interior with figures of goddesses are well known. Next in merit to these chasers came Kalamin, Antripater—whose sleeping Satyr was said to have been not chased but laid to rest within the cup—, Stratonikos of Kyziko, and Tauriskos."

"Other famous chasers are Ariston and Eunikos of Miletos, Hekatos, Pasiteles, a contemporary of the Great Pompeius, Poseidonios of Ephesos, Hedy, Theodes, whose favorite subjects were battles and warriors, and Zopyros, who represented the court of the Ariopagos in the trial of Orestes, and painted all kinds of things, even anything but what was fair and just, and had based our claims on pre-war basis. Very respectfully yours,

(Signed) ALBERT M. DUEBER.

Is It Pewter or Britannia Metal?

(Continued from page 69)

Pliny on Silver-Chasing

Massé ("Chats on Old Pewter") says a standard English pewter had 26 pounds lead to 112 pounds tin. While he says lead makes the plate's antiquity in cheaper grades, such as "black metal," a cheap pot-house metal, his quotations of alloys give only tin and antimony, with sometimes a mixture of copper and bismuth. Bracelets with Colored Stones

The new year appears to inaugurate jewels with colored stones; the bracelet, notably, surrounds the wrist with a happy assemblage of diverse colors. The lively brilliance of red and white is moderated by the black diamond or the onyx. A model is one with a brilliant, sapphire, and black stones alternating next to Greek meanders.—Le Moniteur de la Bijouterie,
IMPORTERS
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PROVIDENCE, R. I.
Winners of the Athletic Events at the Outing of the Merrimac Valley and North Shore Jewelers’ Associations

Lowell, Mass., Aug. 25.—Jewelers throughout this section are still talking about the most enjoyable Summer outing held at the Vesper Country Club, Aug. 17, which as noted in the last issue of The Jewelers' Circular, was attended by members of the Merrimac Valley and North Shore Jewelers' Associations from Lowell, Lynn, Berkeley, Lawrence, Boston, Waltham, Marblehead, Ipswich, Nashua and Haverhill and other places. Frank Ricard of Lowell, who had general charge of the arrangements for the outing, has been particularly congratulated by all those who attended, at the success of the event, and the Vesper Country Club has had an advertisement among jewelers that should make its name and its golf course famous throughout the trade.

A. H. Abbott of Lowell presided at the business meeting, at which the following were elected: President, Joseph Harris, Lawrence; treasurer, A. U. Burque, Nashua; secretary, Norman Keighley, Haverhill, and financial secretary, Edward Schmidt, Lawrence. The vice-presidents elected were: C. Edward Cotter of Lowell and W. Smith of Haverhill.

Frank Ricard of Lowell had general charge of the outing, and he was assisted by others present. David Perreault had charge of the finances, while Mr. Cotter took care of the golfers.

Prizes were awarded to winners of the sporting events as follows:

- Cigar race—First prize, cup from D. C. Percival, P. Kochman, Lawrence; second prize, cup from D. C. Percival, A. V. Calivi, Lawrence.
- There and back race—Box of cigars from Harkins, Kroby & Murphy, won by Willis Peltier of Lowell and Roy Distel of Lynn.
- Fat man's race—First, thermos bottle and case from M. S. Page & Co., Howard Wright and George Tuttle, Lawrence; second, cup from D. C. Percival & Co., W. B. Murphy, Waltham.
- Three-legged race—Box of cigars from W. Frank Galvin, E. L. Belley of Lowell and Joseph Calivi, Lawrence.
- 100-yard dash—First, two-bottle carrying case from M. S. Page Co., William Lee, Haverhill; second, cup from International Silver Co., C. F. Clancy, Boston.
- Tug of war—Cup from Smith-Patterson Co., won by Nashua, with honorable mention for North Shore.
- Golf trophy from Waltham Watch Co., won by Nelson Smith of Boston, score 80 net.
- The tug of war and golf prizes must be won twice for possession.

John H. Jones has leased the Schram block on S. Water St., Sparta, Wis., formerly occupied by Ed. Perham for his jewelry store and is moving his undertaking and picture framing business in it.
A splendid example of La Tausca Pearls in Jewelry. The mounting of this pearl is indeed distinctive—certain to call forth demand from those who see originality.

Complete in cabinet $12.40.

Every Necklace Wearer
Is a Market for These Jewels

The millions of women who are wearing La Tausca Pearl Necklaces and the ever increasing number buying them year after year, prove without doubt their beauty, quality and popularity.

Each woman who possesses a La Tausca Pearl Necklace is a potential purchaser of several pieces of La Tausca Pearl Jewelry, while men of discriminating taste will find in this new line the one kind of jewelry that meets all the exacting requirements of men styles.

Admitting that we have put millions of dollars in profits into the bank accounts of the trade, we say without hesitancy that all that has been done in this respect is but a small item when compared with the profits which will accrue to the trade from the sale of La Tausca Pearl Jewelry.

KARPELES
Maker of the World's Fine Pearls
Paris
PROVIDENCE
New York
Reports from the European Diamond Markets

Favorable Conditions in the Diamond Centers of London, Paris and Amsterdam Reported by Correspondents of The Jewelers’ Circular

LONDON, Aug. 18.—The few weeks which preceded the August bank holidays saw a little activity in the diamond market here which was somewhat unexpected and has made the trade believe that we are on the eve of a reaction to normal, or nearly normal business. Of course, this week has been characterized by a general slackness in trade among wholesalers and retailers which is natural, and can be ascribed to the fact that the majority of merchants take their annual holidays about the middle of the month and what purchases they do make to enable their business to go on regularly during their absence are made before their departure. The Hatton Garden market shows the general conditions of the mid-Summer season, most of the members of the trade enjoying themselves “far from the madding crowd.”

But the encouraging part in the present condition lies in the optimistic mood that seems to prevail in the trade, and although the Russian diamonds are known to be of very fine quality, and many of the buyers from foreign countries have already made successful purchases, it is generally expected to come soon will be an era of recovery, and that the absorption of the stocks on hand is going to enable their business to go on regularly and to avert any necessity for the raising of prices and feel that it was wise to do so.

It is generally held here that their view is that bargains are still to be picked up and that prices are bound to be less for a long time to come. With diamonds, however, it is different. While business depression may have forced sales at a loss on some of the stocks, this part of revolution is soon to be abandoned, and the Syndicate in London. They now realize that the diamond situation is proceeding directly from the rough to the cut market and will be reflected in the prices to the public as soon as the budgets on hand are exhausted. Nevertheless, it is sometimes very hard to make the ordinary diamond buyer in foreign countries understand these conditions. He has known that some people have sold goods at lower prices within the past year in order to raise money and he thinks that bargains are still to be picked up. He does not seem to understand that the cutter is basing his prices on the cost of rough plus the cost of labor, and that these in no way permit of prices such as some of these buyers look for. The result is that they are disappointed at the prices asked and in most cases are compelled to return home without purchasing. Some of these buyers go back with a much clearer idea of the diamond situation than when they came here, but others simply will not see and are disgruntled because they cannot get what they thought they could.

Our forwarders feel that there will be a gradual revival in trade throughout the world as time goes on and that as rough can only be had at the old prices, the absorption of the stocks on hand is simply a matter of time. Absolute stability in the diamond market is assured in the near future under conditions that will give a normal profit to the cutter and importer and proper compensation to the worker. It is generally held here that their view is that a revival will come soon and end the period of unemployment among diamond cutters which has been a very serious matter in the diamond industry of Amsterdam for a long time. The union leaders in charge of the men’s organizations have been acting with officials of the employers’ organization to ameliorate the condition of the workmen and at the same time doing anything that will militate against the position that Amsterdam has held as the greatest cutting center of the world.

While the cessation of cutting has appeared to strengthen the diamond market, its effect on the industry has been very serious, but our big cutters are doing all they can to maintain their organizations and help the men tide over the present depression. For this reason, the return to normal, or nearly normal, conditions that is generally expected to come soon will be hailed with great satisfaction by all interested in the diamond trade here and nearly all agree that the day of the new day is already visible.

PARIS, Aug. 16.—Mid-Summer finds business among the jewelers, diamond dealers and gem houses of Paris fairly quiet compared with last month. Whether this is due to the season or to the decline in export trade is hard to say and there seems to be some doubt as to the effect here is felt throughout the country in reports of unemployment in the diamond cutting works that come from nearly all the centers of France in which the dia-
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At the present prices of Wheeler platinum watches you can offer your customers most unusual values.

The jeweler whose customers rely upon his sound judgment and discriminating taste will appreciate the quality and workmanship of Wheeler diamond watches.

The movements are not the ordinary kind. They are of that high quality that insure reliability—they are absolutely guaranteed by us.

Send to us when you want a platinum watch. Our stock is at your disposal.

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mound industry occupies a prominent place. Some of our trades people attribute the present slump directly to the 10 per cent tax which the public has to pay on its purchases of jewelry. This some dealers think is working a great hardship and strong efforts are being made to influence the Treasury Department and Senators to use their influence on the government to remove this restriction. However, little seems to have come of such efforts. There is no doubt that the public is buying less jewelry here than heretofore, but whether this is due to the tax or to other economic causes, students of trade conditions are not agreed upon. Some of our experts feel that the root of the matter lies in world conditions and not in local, that these have decreased the purchasing power of the public and that the jewelry trade is simply affected proportionately with other industries as a result. The uncertainty of the money market in regard to the rate of exchange appears to be a more important factor in trade disturbance than the question of taxes or anything else of this kind.

**SWINDLERS BUSY**

Providence Concern Accepts Two Bogus Checks from Pair of Clever Operators

PROVIDENCE, R. I., Aug. 24.—The Tilden-Thurber Corporation, this city, reported recently that two check swindlers visited their place and after selecting several pieces of leather goods and a diamond ring, tendered in payment two checks amounting to $450 which have since been discovered as forgeries and worthless.

The first operator represented himself as "Charles M. Price" of Milwaukee and stated that he was an agent of the Fabst Brewing Corporation of that city. The man selected some leather goods and the firm was so impressed with his appearance and the confidence which he inspired that they accepted a check for $100, supposedly made out by the firm. The second check was presented by a man of about 30 who claimed to be "Charles M. Price" of Milwaukee and stated that he was an agent of the Fabst Brewing Corporation in payment for the ring, and after selecting several pieces of leather goods and the firm was so impressed with his appearance and the confidence which he inspired that they accepted a check for $100, supposedly made out by the firm.

As a result of a full presentation of the facts to his creditors, Mr. Schafer (who has been in Providence and New York for the past week, accompanied by his attorney, Louis Goldman) has been able to obtain the consent of the greater part of these creditors to a general agreement under which they will accept a compromise on the basis of 25 per cent in installments. Creditors between $50 and $100 will be paid 50 per cent in cash and creditors under $50 will be paid in full.

During the carrying out of the agreement, the affairs of the concern will be in the hands of a committee of creditors, composed of Harvey E. Clap, of Harvey E. Clap & Co., Attleboro; Simon Arnstein, of Arnstein Bros. & Co., New York, and Alfred N. Dueber, of the Dueber Watch Case Mfg. Co., of Canton. The creditors will be paid on the basis of 25 per cent a year during 1922 and 1923; 10 per cent on Jan. 20 of each year, five per cent on March 20, July 20 and Oct. 20.

Mr. Schafer's total liabilities are placed at $35,842, of which $1,000 are contingent liabilities on notes receivable. On notes for merchandise, loans, etc., he has liabilities of $234,016, while he owes for merchandise, $30,625, and accrued liabilities of $2,801.

The assets, which are listed at $384,301, include merchandise, etc., at inventory of $194,711, notes receivable at $74,347 and fixtures and equipment valued at $5,798, the remainder being in cash and securities. The agreement goes into effect when 90 per cent of the creditors have filed their assent thereto.

Mr. Schafer and Mr. Goldman have been obtaining signatures during the past week and were most gratified on the reception they had received, both in New York and Providence, practically every firm they called upon expressing willingness to aid Mr. Schafer in any way in straightening out his affairs.

Isidore Cohen Co., Bluefield, W. Va., supplied a beautiful silver cup presented by the Chamber of Commerce of that city as a memorial to the winning team in a memorial ship contest conducted by the Chamber. The cup, which went to the Rotary-Club, was a beautiful specimen uniquely and artistically engraved.

**THE JEWELERS' CIRCULAR**

**CREDITS TO L. H. SCHEFFER & CO., CHICAGO, AGREE TO SETTLEMENT OF CLAIMS**

CHICAGO, Aug. 27.—Friends of L. H. Schaefer, of L. H. Schaefer & Co., wholesale jewelry dealers at 31 N. State St, are glad to hear that Mr. Schaefer has been successful in making arrangements with his creditors for a satisfactory compromise and the business will be continued under an agreement just entered into. Mr. Schaefer has been badly handicapped for some time as the result of conditions, and while the statement of the affairs showed a nominal excess of assets over liabilities, he has been unable to liquidate these assets and owing to this a heavy interest account, he has been getting into serious financial difficulties.

As a result of a full presentation of the facts to his creditors, Mr. Schafer (who has been in Providence and New York for the past week, accompanied by his attorney, Louis Goldman) has been able to obtain the consent of the greater part of these creditors to a general agreement under which they will accept a compromise on the basis of 25 per cent in installments. Creditors between $50 and $100 will be paid 50 per cent in cash and creditors under $50 will be paid in full.

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**WIND SO WISHER**

Canadian Jewelry Store Robbed of Merchandise Worth $2,000 by Five Men Who Elude Pursuing Police

TORONTO, Can., Aug. 24.—The jewelry store of Elias Barbeau of Buckingham, Que., was robbed early in the morning of Aug. 20 by five automobile bandits, who escaped with goods valued at about $2,000. Mr. Barbeau, who lives above the store, was awakened at about 2 o'clock by the sound of breaking glass, and on going down to the store saw five men leaving in a high-powered touring car.

The police of Ottawa and surrounding districts were at once notified and were quickly on the alert to head off the bandits. A detachment of five Ottawa police officers was sent out to intercept them at a point on the Gatineau road. When the car approached the police stood in the road and cried out the driver to stop, when the bandits fired a volley in reply and drove on, nearly running down the officers. The latter at once gave chase in an automobile but without success, and the bandits fired a volley of bullets into the car, killing one of the officers.

None of the police was injured. The car was seen later at a road house, the occupants being apparently intoxicated.

**DAYLIGHT ROBBERY**

Youth Steals Valuable Ring from Oklahoma City Jewelry Store and Escapes in Automobile

OKLAHOMA CITY, Okla., Aug. 27.—One of the most daring daylight robberies ever staged in Oklahoma City occurred Friday afternoon at 5:30 o'clock, when a young man, apparently 23 years old, walked into the Morehouse Jewelry Co.'s store and asked R. L. Morehouse, the proprietor, if he might see a stone which was displayed in the window. Mr. Morehouse removed it from the window and handed it to him. He looked at it for a moment and then began backing toward the door. Before anyone could stop him, he dashed out of the store and jumped into a machine which was waiting for him at the curb.

The diamond weighed four carats and was valued at $2,500. It was a commercial white stone, set in a woman's Tiffany style mounting with a white gold crown and green gold shank. A reward of $500 is offered for the apprehension of the thief and the return of the diamond, which was not insured.

Two men and a woman who said that they were the wife of one of the men were arrested Friday night by a detective from the Canadian connection with the robbery. The names are being withheld.

**MARKET PRICES FOR SILVER BARS**

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

| Date       | London Official | Domestic | U. S. Govt. \& \| Army Bars | Price |
|------------|----------------|---------|------------------|------|---|
| August 23  | 38 3/4         | 64 3/4  | 64 3/4           |      |
| August 24  | 38 3/4         | 64 3/4  | 64 3/4           |      |
| August 25  | 38 3/4         | 64 3/4  | 64 3/4           |      |
| August 26  | 38 3/4         | 64 3/4  | 64 3/4           |      |
| August 27  | 38 3/4         | 64 3/4  | 64 3/4           |      |
| August 28  | 38 3/4         | 64 3/4  | 64 3/4           |      |
| August 29  | 38 3/4         | 64 3/4  | 64 3/4           |      |
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PEARLS

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41 bis Rue de Chateaudun PARIS, FRANCE
THE JEWELERS' CIRCULAR

Tennessean Jewelers Hold Two-Day Conclave

Members of State Association Gather at Chattanooga August 23 and 24 to Elect Officers, Urge Repeal of Jewelry Taxes and Act on Many Important Trade Subjects

CHATTANOOGA, Tenn., Aug. 25.—The annual convention of the Tennessee Retail Jewelers' Association in session at Chattanooga Aug. 23 and 24 was attended by more than 60 members, as well as friends and other interested persons. Closer cooperation between the retail jewelers with particular reference to the securing of favorable legislation through Congress and the repeal of discriminatory legislation was the principal theme running through the addresses of most of the speakers.

Welcomed to the city by Mayor A. W. Chambless, to whom the response was given through a united effort, we must know that what applies to the department stores, the strictly high class clothing stores, the florists, shoe stores, hardware and ready-to-wear houses, must necessarily have a proper application of ideals common to the business which we represent. As I see the jewelry stores in a community should have the same relative importance in point of being as humble as the bank has, and therefore an association of jewelers, it appears, would be an organization in which a membership would be eagerly sought—and equally as difficult to get. I am sincere in making the statement that this condition should exist.

A moment ago I referred to our business being an exclusive one. I say this with deference, but offer it as my opinion, for nothing in the shape of a business, in the public mind, draws on the fancy or imagination more than the jewelry store, and therefore with this idea fixed why should we not build upon it, and not only create the impression, but put it into being, that the jewelry store in any community is a place of refinement, and for articles of refinement. Yes, I would not permit myself to dwell upon a question that can best be served, and for that matter can only be served through a medium that I have just touched upon—that of an unfeeling cooperation. I have in mind the all-important subject—the jewelry tax. With our objection on this point, we will send a communication bearing on this item, signed by the Nashville jewelers, and directed to each of our representatives in Washington, as follows:

"Thank you with the thorough belief that it shall receive due consideration at your hands.

"We note with much concern that the Secretary of the Treasury has very recently recommended that the tax on jewelry be increased from 5 per cent. to 10 per cent., which action we truly believe is utterly repellant. In other words, a sort of community of interests, and not interests repellant.

"For all the better, we have reason to be encouraged, and am persuaded that with no surrender on the part of the community should and must be raised—and to that end it seriously occurs to us that a one per cent. tax on jewelry sales, supported as it is by the community, is an impartial arrangement, and one that every patriotic merchant, regardless of his class, should heartily concur in.

"We respectfully request, and will genuinely appreciate, your serious consideration of our appeal, which we direct to you with a good faith, and with the knowledge that whatever you may do—"I will be without favor, but for the general welfare of.

"Yours most respectfully, 

"(Signed) THE NASHVILLE JEWELERS"

To this we received among others a reply from one of our Senators, as follows:

"Your letter of the 20th about increased tax on jewelry received. I pleased you do not think it should be increased, and I think it would be wise to repeal the present tax, and all taxes of a similar kind on business.

"The foreign governments to which we lent money during the war owe us about Eleven Billion Dollars. The Secretary of the Treasury has not even got this money into interest-bearing bonds, as he was directed to do by the Congress. The interest on this money amounts to over five hundred millions a year. If this money was collected by our government, as it should be, all of these petty taxes could be repealed and the taxation of incomes between one thousand and three thousand, and two thousand and four thousand, could be eliminated, as they should be eliminated. If this money were collected—and there is no reason why it should not be, except un-American sentimentality, it would lighten the tax burdens upon our people very greatly."

"Very sincerely yours, 

"KENNETH McKEE.

"From this it is apparent that our plea for a relief from this tax may not be in vain, so it is my purpose here to lay stress upon the fact that it is well for us, all the while the iron is hot, and continue to press our claims with vigor, which, of course, will have to be done through the national body of jewelers, and I heartily recommend any action on the part of this meeting that will further the aims of the national committee which has worked so relentlessly on this project.

"In summing up, I desire to express myself as being much concerned particularly about two things—a favorable revision of the war tax, and the possibility of our reaching a membership of one hundred, as it is my conviction that a hundred interested, active and determined members, donating a reasonable amount in support of our organization, can do far more for its welfare than could be done with the unlimited means of a limited number of members—if such a condition prevailed—so let us work in unison, let us work in harmony, and let us work unselfishly in the interest of each other, and thereby create an air of friendly relations which will work on and move and live, and by so doing do the right.

O. K. Lebron, of Chattanooga, spoke on
EICHBERG & CO.

Established 1860

Importers and Cutters of

DIAMONDS

CUTTING WORKS
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NEWARK, N.J.

OFFICE
65 Nassau Street
NEW YORK

Wm. S. Hedges & Co.

IMPORTERS OF

DIAMONDS

No. 170 Broadway
(Formerly Master Lane)

New York

ESTABLISHED 1878
INCORPORATED 1911

ESTABLISHED 1860

SAUNDERS, MEURER & CO

Diamond Cutters

IMPORTERS OF

Pearls, Emeralds, Rubies, Sapphires

522 FIFTH AVE., NEW YORK

PEARL NECKLACES

GEM BRILLIANTS

FANCY SHAPED DIAMONDS
August 31, 1921.

**THE JEWELERS’ CIRCULAR**

85

**The Resolutions**

We, the members of the Tennessee State Jewelers’ Association, in session at the Patten Hotel, Chattanooga, Tenn., Aug. 23 and 24, 1921, wish to extend a vote of thanks to the jewelers of Chattanooga and the surrounding country for the elegant and enjoyable entertainment at Signal Mountain, and the courtesies and entertainment shown the visiting ladies by Mrs. Le Bron and ladies of her committee, and acknowledge with thanks the publicity given by the press while in session.

We do hereby protest most vigorously against discriminatory tax being laid against jewelry and kindred goods in the jewelry trade, and also recommend that we use every effort through our representatives in Congress to repeal the 5 per cent. war tax.

The members of the association greatly miss our friend and able advisor, Colonel John Shephard, a man we have always looked forward to seeing at our conventions and hearing him in speech, by the passing of this distinguished and unselfish friend we have missed one whose place will always be hard to fill; therefore, we express with sincere sorrow the sad loss of this most estimable man.

RESOLVED, That we approve the action and work of the Jewelers’ Security Alliance and recommend that all jewelers that are not members of the association should join for its mutual benefit.

The resolutions committee recommend that jewelers join the Mutual Fire Insurance Co., and this committee also approves the work being done by the Research Bureau of the American National Jewelers’ Association in their great research work.

RESOLVED, That we endorse the movement on the part of the American National Retail Jewelers’ Association in securing a fair and low and urgent the support of the Tennessee association.

RESOLVED, That the Tennessee State Jewelers’ Association get on record as being opposed to the proposed tax of $10 per ounce on gold, which bill is likely to come up again.

We, the resolution committee, wish to thank our able secretary, Mr. Murray, for his untiring efforts and the able way in which he has handled the work of the office of secretary, and do hereby recommend that he be re-elected.

**RESOLUTIONS COMMITTEE**

J. M. Horn, Chairman,
B. W. AXE,
AARON BERGER.

The report of the resolutions committee was adopted with several amendments. An amendment offered by jewelers present to send individual telegrams to their respective senators or congressmen in the effort to secure the defeat of the five per cent. excise tax law. Another resolution endorsed the work of the Jewelers Security Alliance. James A. Cayce, of Nashville, proposed an amendment to the resolutions endorsing the work of the jewelry trade papers.

A recommendation made by Secretary Murray in his report that a sliding scale of duties to allow of admission of the smaller jewelers was adopted and the scale fixed at from $5 to $25 to be determined upon the size of stock carried.

Edward A. Buder, jeweler, at Cairo, III., announced last week that he had purchased the business of the late Edward A. Buder, his father, which had been conducted in that city under the style of the Estate of Edward A. Buder. The business was established in 1861 in the firm name of Edward A. Buder, at Cairo.
**Ingomar Goldsmith & Co.**
180 Broadway, New York.

**GATTLE & HUNTER**
9-11-13 Maiden Lane, New York
Importers of Pearls, Diamonds and Other Precious Stones
**Pearl Necklaces**

**CROSSMAN COMPANY**
Makers of Artistic Pearl Jewelry

**Oriental Pearl Necklaces**
**Seed Pearl Necklaces**
**Baroque Pearl Ear Studs**

3 Maiden Lane  
New York
LON R. RICHARDS STRICKEN

Sudden Death of Well Known Manufacturer's Representative Causes Unusual Regret in Jewelry Trade of Chicago

CHICAGO, Aug. 25.—The uncertainty of life was never more apparent than on last Tuesday morning when the entire jewelry trade of this city was appalled by the announcement of the death of Lon R. Richards, who died suddenly that morning about 10 o'clock. Mr. Richards had left home about 8 o'clock feeling fine as usual. While at his office in the Heyworth building shortly after 10 o'clock he felt slightly ill and fainted. He was taken to St. Louis and was associated with the L. Bauman Jewelry Co., of St. Louis, for years and in the Fall of 1877 purchased a business in Columbia, Mo., and conducted the business until the time of his death. His brother, D. P. Richards, is now a member of Machmeyer-Richards Co., in St. Louis.

Lon R. Richards was born in Columbia, Mo., April 1, 1886 and was 35 years old at the time of his death. He was educated in the public schools of Columbia and the State University. At the age of 19 he went to St. Louis and was associated with the Eisenstadt Mfg. Co. for a few years and then became the western representative of the Standard Button Co. He took other lines and came to Chicago and opened an office about seven years ago.

Mr. Richards was married on April 1, 1915 to Mrs. Hattie Pinero, of St. Louis. Mr. Richards is survived by his widow and stepson, Alan Pinero, two brothers, D. P. and George, of St. Louis, and two sisters, Mrs. S. R. Barnett, Columbia, Mo., and Mrs. Omer Denny, Berkeley, Cal.

Brief services were held at the home in this city, 7001 Sheridan Road, on Thursday evening, and the remains taken on the night train to St. Louis, accompanied by members of the family and friends. The funeral in St. Louis was conducted at the home of his brother.

THE JEWELERS' CIRCULAR

Members of Chicago Jewelry Manufacturers' Association Meet at North Shore Inn and Hear Encouraging Reports

CHICAGO, Aug. 25.—The meetings of the Chicago Jewelry Manufacturing Association, which were held in June, July and August were unique as the committee appointed took advantage of the Summer months and found that just as much business could be transacted in the country as could be in the crowded business district.

The committee in charge of the meeting held last week consisted of Richard Spies, of Spies Bros.; Mr. Stanek, of Graffe & Stanek, and I. Zawolkow, of Simons & Zawolkow. The site selected was the Ferris Inn on the North Shore and it was very gratifying to note that all of the members who were in Chicago at the time were present. The business meeting was held in the open, after which the members enjoyed a chicken dinner.

A survey of all shops was made and shows that all shops have all the men that they can take on at this time. The secretary's office is endeavoring to place men as they apply for work and many have received employment although not needed.

Arrangements are also being made for a list of applicants for work from out-of-town held on file in the secretary's office, so that if business increases members will give preference in employment to men whose applications are on file who have applied for jobs prior to Sept. 1.

To all indications there is sufficient labor on hand to permit all factories to run to their capacity under the present business conditions.

Silver Cup Presented by the Chamber of Commerce of Bluefield, W. Va.

BLUEFIELD, W. Va., Aug. 24.—A silver cup presented by the Chamber of Commerce to the winning team in a membership drive recently conducted by the chamber has been the subject of considerable comment here owing to the unusual character of the engraving. This cup, which was won by the Rotary Club, was supplied through the Isidore Cohen Co., jewelers of this city, whose president is a director and one of the leading figures of the Chamber of Commerce.

The cup, which is a graceful vase with cover, is most beautifully and appropriately engraved. The Cohen establishment, which was well equipped to supply the piece, was also fortunate in having an engraver capable of doing the work required. This was Enrique Troya, a native of Quito, Ecuador, who spent 30 hours on the work. Mr. Troya is also the man who engraved the beautiful gold sword recently presented to General John J. Pershing by the State of Missouri, having been employed in the Cadby & Olmstead Jewelry Co. of Kansas City when that concern received the order for it.

It is interesting to note that Leo Bloch, proprietor of the Buffalo Jewelry Co., Buffalo, N. Y., is willing to give credit where credit is due and frankly admits, with a great amount of satisfaction, that during the dullest month in the year, he sold over 140 black onyx and diamond rings, through his advertisement in The Jewelers' Circular.

Specialists in Genuine Oriental Pearl Necklaces and Individual Pearls

Finest Selection Rare Gems

182 Broadway
NEW YORK

LAPIDARIES AND IMPORTERS OF PRECIOUS AND SEMI-PRECIOUS STONES

ESPOSITER, VARNI CO.
INCORPORATED
15 Maiden Lane
New York

TELEPHONES
CORTLAND 4253-4254
August 31, 1921.

BONIN AWAITS TRIAL

Man Arrested on Charge of Stealing Ring from Hartford, Conn., Jewelry Store Reported to Have Visited Other Establishments

HARTFORD, Conn., Aug. 27.—The police, it is reported here today, have learned that Joseph Bonin, alias "La Rock," whose arrest after a sensational chase, was related in THE JEWELERS' CIRCULAR last week, visited three small jewelry stores on the east side last Sunday morning. Detectors put him, he told a policeman, of buying a diamond ring. Bonin is now awaiting trial in the superior court on a charge of robbing Lux, Bond & Lux, retail jewelers, 859 Main St., of a $600 diamond ring and attempting to steal a diamond ring from the store of J. Fred Bitzer, 19 Pearl St.

Officer Gallicchio has reported to headquarters that he encountered Bonin three times, the first at 516 Front St, where he was called by the proprietor, who told him a young man had shown a companionship for no reason one and two dollar bills. A description was secured and the patrolman started out to locate him. Later the officer entered the jewelry store at 516 Front St, and asked the fellow what he wanted in that place, whereupon Bonin, it is said, replied that he wished to buy a diamond ring. He said his name was Willbur Brown and when the officer searched him four two dollar bills and two ones were found. He was told that he could not buy a diamond ring in Hartford for that amount of money, but Brown said he wanted to buy a "phony" ring. There was no evidence against the man at this time and he was allowed to proceed.

Later the policeman learned that he had sold a genuine ring in another store for $40, giving his name as Brown and his address as Southbridge, Mass. The police expect to receive further information regarding the prisoner before his trial as circulars bearing his picture, description and other information have been sent out, one to Borden's, where he has acknowledged the Hartford police he once lived. The diamond ring stolen from Lux, Bond & Lux has not been found. Police officers have identified Bonin as the man who was questioned in the east side jewelry stores.

ALLEGED THIEF CAUGHT

Watches Found on Negro Arrested on Charge of Smashing Jewelry Store Window

OMAHA, Neb., Aug. 25.—After breaking a hole in the plate glass window in the Brodegaard Bros. jewelry window at 16th and Douglas Sts., and taking two watches, a negro describing himself as Robert Montgomery was found hiding in a dry goods box in an alley three blocks away at 1 o'clock in the morning. Detectives, it is claimed, found the negro in his possession.

Several persons saw Montgomery running from the store and also heard the crash when he hurled a brick through the window. They followed him and kept him practically within sight until the police arrived and pulled him out of a dry goods box. In his haste to escape he overlooked other valuable watches and jewelry.

A GREAT PICNIC

Large Attendance at Outing and Games of the Racine-Kenosha Jewelers' Club

KENOSHA, Wis., Aug. 26.—Over 100 jewelers and their wives participated in the basket picnic of the Racine-Kenosha Jewelers' Club, held at Cruger's Grove, and the event will long be remembered as one of the most interesting, exciting and generally entertaining in which the local jewelers have participated for a long time.

Of course, one of the great events was the baseball game between the Kenosha jewelers and the Simmons Co. baseball team of Racine. In this, the Kenosha men were ahead until the ninth inning, when the Racine nine placed a new batter on the mound, the game ending in their favor by a score of 13 to 12.

But Kenosha got even in the other events, capturing four first places out of eleven. The events and winners were as follows:

Baseball game, won by Racine, score 13-12. Little girls' race, 50 yards, won by Racine; little boys' race, 50 yards, won by Kenosha; Kenosha race, won by Mrs. Jordan, Kenosha; peanut scramble, won by Kenosha; employees' race for gentlemen, 100 yards, won by Racine; baseball throw, won by Racine; shoe race, 50 yards, won by John Regner, Kenosha; employees' race, ladies, 50 yards, won by Kenosha; shoe race, won by Kenosha; nail driving contest, won by Kenosha; jewelers' wives obstacle race, won by Mrs. John Regner.

A special race to decide the racing supremacy of the day between Jeweler Shaw, of Racine and John Regner, which was won by Regner in regular Charlie Paddock style. But Jeweler Regner refused to accept the decision of the judges and insisted that the prize go to Racine. That is just one instance of the spirit of brotherlove and friendship that was exhibited between the two city watchmakers.

The credit of entertainment had a sad setback in store for them when it was learned that Jeweler Jappe, Racine chairman of the committee, was hurt in an automobile accident Sunday morning, and he and his wife are now in a hospital at Racine where they will be confined for several weeks. With Mr. Jappe absent the committee worked under a sad handicap.

There was plenty to eat for everyone at the picnic. There was everything from soup to toothpicks, according to John Regner, and the latter was relished just as much as the former or the in-betweens.

BUSINESS TROUBLES

A. Reed, Bamberg, S. C., is reported to be in bankruptcy.

An involuntary petition in bankruptcy was reported to have been filed against the American Agate Co., Inc., Portland, Ore.

Henry Elston, San Francisco, Cal., is offering creditors 25 cents on the dollar in settlement of their claims. This offer is payable one-half in cash and the balance in unsecured notes.

THE JEWELERS' CIRCULAR

Chapter 11 Bankruptcy

An administration taking over the assets of the estate in the chapter 11 bankruptcy of M. L. Klahr, $134.39; Aisenstein & Gordon, $287.85; Crescent Jewelers Co., $315.97; Samuel Vedeman, $195.59; James V. Bechtel & Co., $134.39. New York—David Karlin, $179.56; David G. Goldsmith, $125.78; Julian Spiegel, $125.78.

Among the creditors holding claims for $100 or over are: Philadelphia—M. L. Klahr, $198.38; Aisenstein & Gordon, $287.85; Crescent Jewelers Co., $315.97; Samuel Vedeman, $195.59; James V. Bechtel & Co., $134.39. New York—David Karlin, $179.56; Welfare Bloch Diamond Co., $125.78; Irving Spiegel & Co., $125.78; American Swiss Watch Co., $120. Buffalo—Adolph Bloch & Co., $32.00.

C. C. Hettemheimer, Pryor, Ohio, was the victim of a sneak thief recently. The thief was last arrested and the goods recovered by the police.
National Diamond Works (B. Oppenheimer), Ltd.
Lewis & Marks (Diamond Branch), Ltd.
Antwerp, Paris, Amsterdam, Bombay
Diamond Market, Kimberly, South Africa

Represented by
M. A. ROZELAAR & ZONEN
170 Broadway
New York

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"Satudoro" New York

Telephone
Cortland 5354

MONTANA—ORIENTAL—AUSTRALIAN

SAPPHIRES

SEAL SAPPHIRES—STAR SAPPHIRES
in Sets and Single Gems

ALL SIZES
EMERALD CUT and SQUARE CUT
Upward to 5 Carats for Single Stone Rings
FANCY SHAPES
Cut to Order from the Rough

Also
Emeralds—Rubies
Fancy Cut Diamonds

HENRY GREEN
170 Broadway, New York

SPECIALIST in SAPPHIRES and IMPORTER and CUTTER of PRECIOUS STONES

Oriental Pearl Necklaces
Loose Pearls for Additions

Fancy Cut DIAMONDS and PRECIOUS STONES

Frederick W. Rauch
522 Fifth Avenue, New York
THE JEWELERS' CIRCULAR

August 31, 1921.

BENJAMIN ASH INJURED

Prominent Binghamton, N. Y., Jeweler Taken to Hospital After His Automobile Overturns

BINGHAMTON, N. Y., Aug. 26—Members of the jewelry trade in this city, and in fact, throughout the State, were shocked today to learn that Benjamin T. Ash, former president of the New York State Retail Jewelers' Association, head of the firm of B. T. Ash & Sons, and one of the most widely known members of the Empire State jewelry trade, had suffered severe injuries in an automobile accident last night. The car in which he was riding failed to make a turn at the Chenango bridge road into the Front St. State road, shortly before 9 p.m., turning completely end for end, and falling on its side.

Mr. Ash suffered an injury to his spine and his companions in the car, John G. O'Neil, suffered a strained back, and Lieut. Leo Kelley, of the fire department, a fractured left shoulder and slight scalp cuts. Mr. Ash and Mr. Kelley were taken to the City Hospital, while Mr. O'Neil was brought to his home.

The three men had attended the Elks' clam bake and were returning in Mr. Ash's Franklin sedan, Mr. Kelley driving. How the accident occurred is yet undetermined, though the indications are that in turning the curve into the Front St. road, the car went too wide, slid into a ditch and crashed through a woven wire fence, striking a post.

When the occupants were picked up, the car was turned around so that it was facing the roadway and lay on its left side. The top was ripped off, and the upper part of the body was badly smashed. Those who saw the car after the accident expressed wonder that its occupants had escaped fatal injuries immediately.

One of the first to reach the injured men was a barber at the Carleton Hotel, and he, with the help of other motorists who quickly came along, pulled out the three occupants from the wreck. The City Hospital was notified to send an ambulance, but before it arrived, the men were taken to the city in automobiles, and at the hospital immediate attention was given them by Dr. Squires and Dr. Chittenden.

The most seriously injured of the three men was Mr. Ash. It was the first thought that his back was broken, but X-Ray photographs taken by Dr. Kann showed that there was no fracture in the spine. Mr. Ash was resting comfortably last night at the hospital, and had talked with relatives, but the doctors would not say that he was out of danger until further examinations showed whether or not the spine had been hurt or he had received internal injuries.

First reports of the accident were to the effect that Mr. Ash had been killed, and it was with great joy that his many friends learned that this was without foundation.

Old Employee of the Gorham Mfg. Co., Providence, and Veteran of Civil War, Dies in His 83rd Year

PROVIDENCE, R. I., Aug. 27—William R. Henry, for more than half a century employed as a silversmith by the Gorham Mfg. Co., and a veteran of the Civil War, died at the home of his daughter, Mrs. Charles E. Munroe, on Dartmouth Ave. His death came late last Sunday night after an illness of several years' duration. He was in his 83rd year.

He was born in Uxbridge, Mass., in 1838, the son of the late Clark and Sarah Henry. He received his education in the public schools of his native town at the conclusion of which he came to Providence as a young man and entered the employ of the Gorham Co. as an apprentice. When President Lincoln sent out his emergency call for 300,000 troops in the Summer of 1862, for the protection of Washington, Mr. Henry enlisted and was mustered into I Company, 11th Regiment Rhode Island Volunteer Infantry, Sept. 13, 1862, serving until the regiment was mustered out, July 13, 1863.

Returning to Providence, he resumed his work with the Gorham Co., then located at Steeple and North Main Sts., and was with that concern until it removed to its present plant at Elmwood. He was a deacon of the Fourth Baptist Church.

He is survived by the daughter with whom he had lived for several years.

Herculene Products Co., New York, Files Bankruptcy Schedules Showing Liabilities of $115,719.85 and Assets Amounting to $108,531.07

In the United States District Court, New York, last Thursday, the Herculene Products Co., Inc., 524 Broadway, Manhattan, filed schedules in bankruptcy showing liabilities of $115,719.85 and assets amounting to $108,531.07.

According to the schedules, the concern owes the following amounts: Taxes due United States, $300; other taxes due, $175; wages, $1,899.75; secured claims, $11,002.13; unsecured claims, $8,313.94; notes and bills which ought to be paid by other parties thereto, $89,619.03; and accommodation paper, $4,000. The assets consist of cash on hand, 48 cents; bills, promissory notes and securities, $13,957.07; stock in trade, $21,215; machinery, tools, etc., $29,422.98; other personal property, property, $340,940.52; holdback accounts, $7,645.34; unqualified claims, $1,978.20; deposits of money in the bank and elsewhere, $12.

MAY BE EXTRADITED

New York Man Arrested on Charge of Attempting to Rob Newark, N. J., Jewelry Plant Now Being Held in Tombs Prison

NEWARK, N. J., Aug. 27.—Lawrence R. Marks, of W. 118th St., New York, is being held in the Tombs in New York as a fugitive from justice pending the arrival of extradition papers from New Jersey. Marks was arrested at his home by Detectives Kass and Michael Reilly, of Newark police headquarters, and a New York detective, and taken to Tombs court, where charges were preferred against him. In Newark, when extradited, he will face charges of breaking and entering and having burglar tools in his possession in connection with the attempted robbery of the safe in the office of Albert Abrecht, manufacturer of jewelry at 38 Crawford St., early this week.

The factory was broken into some time Sunday night, but the burglars were evidently frightened away, as nothing was missing. The next morning a suitcase containing part of an acetylene gas outfit, oxygen tanks, gages and other paraphernalia was found in the rear of 16 Governor St., which is right back of the factory, and in which the Abrecht factory is located. In the factory was found the "jimmy" evidently used in forcing the door. Another suitcase containing an acetylene torch, hose, a green cloth and wrenches was found the same morning in Coes place, which runs between Court and Baldwin Sts., not far from the factory of the Abrecht concern.

Detectives Kass and Reilly were assigned to the case when the attempted robbery was reported to the police. They traced the manufacturer of the torch through marks upon it to the K. & G. Co., of 556 W. 34th St., New York City. When told that the number of the torch was X142 the firm sold the detectives that the torch had been sold by them to Lawrence R. Marks, of 38 Crawford St., New York, and there it was learned that the place was robbed on June 16 and the acetylene outfit stolen.

Marks was traced through automobile license plates. Patrolman Caffrey of the First Precinct, who was on duty on Sunday night, saw an automobile come down Governor St. and turn into Washington St. He noticed that the car bore New York license plates and took down the number on them. When he learned of the suitcases containing the acetylene torch, police detectives Kass and Reilly, who traced the ownership of the car to Marks. When they went to his home with a New York detective at 4 o'clock in the afternoon they found him in bed. He is said to have told the detectives several conflicting stories when questioned as to where he was on Sunday. He admitted he was driving the car, but said it had been to Coney Island and other places.

A. G. Hooper will open a jewelry business at Park City, Mont.
Big Men are Confident

of an assured business boom in all lines of industry this fall.

Thomas F. Ryan, one of the best informed business men of America has so expressed the opinions of himself and others in a recent interview.

If ALL of us business men would only unite in such confidence, nothing on earth could keep back a tidal wave of business and industrial activity.

Let's get together and "GO TO IT."

H. NORDLINGER'S SONS, Inc.
Importers and Dealers in Precious and Imitation Stones
New York Office, 15 Maiden Lane

Paris, 32 Rue Beaurepaire
Gablens, a/N, 16 Steingasse
Providence, 61 Washington St.

FREUDENHEIM BROS & LEVY
2 MAIDEN LANE
170 BROADWAY

DIAMOND IMPORTERS

M. S. Page & Co. Jewelers' Building Boston

Back from Vacation Labor Day Passed
Hard Times Busted Good Times at Last

YOU can't attract brass fittings with a magnet. You can't sell a wedding ring to a Bride looking for a soup ladle. Have what's wanted when wanted. Just as your credit at your banker's enlarges your capital, your credit with us enlarges your stock. We are "At your service for success."

Yes, Thank You, we're feeling fit, and are right on our toes, ready to help you select your fall line of


Waltham, Illinois, Hampden and Ingersoll Watches.

Pearls & Diamonds & Pearls & Diamonds & Pearls & Diamonds
August 31, 1921.

THE JEWELERS' CIRCULAR

in 1914 as a suspect and in 1916 sentence was suspended on him when he was arrested in New York as a suspicious character.

The arrest of "Barton," or whatever his name is, last Wednesday, came about in a peculiar manner and was largely due to the efforts of W. H. Enhaus & Son, jewelers, 26 John St., and William Taylor, investigator for the adjustment committee of the National Jewelers Board of Trade, as well as Lieutenants Collins and Laukman. According to Mr. Enhaus, this man had visited his place as long ago as last December and on a number of occasions since had walked into his establishment, looked at merchandise and then walked out without making any purchases. It is also claimed that he previously visited N. H. White & Co., 23 Maiden Lane and the Charles L. Trout Co., the complainant. As far as could be learned he never made any purchases in these places.

On Wednesday morning as Mr. Enhaus walked into his claim of being a shoplifter and pennyweight-
The Line of Quality

Manual of Diseases of the Eye


Chains and Bracelets

which have stood the test for over 70 years—the highest achievement in manufacturing and superlative quality.

By Gould and Pyle. Including Treatment and Operations, and a Section on Local Therapeutics. With Formulae, Useful Tables, a Glossary and 111 illustrations, several of which are in colors. Price Cloth, $2.00.

THE OPTICAL PUBLISHING CO.
11 John St., New York
TAXI DRIVER CONVICTED

Man Found Guilty of Complicity in the Robbery of a Philadelphia Store Sent to Prison for Term of Two Years

PHILADELPHIA, Aug. 25.—Adam Billings, a "haw" taxi-driver, was convicted in the 9th Quarter Session Court yesterday of complicity in the robbery of the jewelry store of Mrs. Josephine K. Lassen, 5005 Germantown Ave., on July 17, last, and was sentenced to two years in the Eastern Penitentiary.

The Lassen robbery was a sensational affair in which the machine used by the bandits crashed through a drugstore window a few blocks away and the store proprietor, Dr. E. B. Decker, captured Billings before he could crawl from under the wrecked car. There had been two men in the machine, but the other man got away and the man went 24 gold rings, whose value of $166 was paid recently to the jeweler.

Numerous efforts were made by friends of Billings to have the indictment quashed, the prosecutor fail to appear, or the judge suspend sentence after conviction. The watchfulness of Herbert Lassen, eldest son of the proprietors, and the manager of the store, prevented any such miscarriage of Justice. Lassen visited at the store by some of Billings' cronies, refused to listen to their appeals and ordered them to leave. At the trial, when a judge in a verdict of guilty and Billings' attorney asked for a suspension of sentence, Judge Cassidy called Mr. Lassen to the bar of the court and asked him what he thought about it.

"I ask that this man be given the full penalty of the law," the jeweler said. "The evidence showed that he was guilty and the jury decided so. It is not the monetary value of the robbery; that was slight; but I believe an example should be made in this case. Jewelry stores are the constant prey of men of this type and any leniency or mercy extended now will but embolden future crooks."

Judge Cassidy said: "I quite agree with you, Mr. Lassen, and I am very glad to have an opinion from you which coincides with what I intend to give this defendant.

The judge then lashed Billings verbally for the robbery and imposed sentence.

Billings when arrested had four of the gold rings in his possession. He attempted to offset this incriminating find by a story which the jury disbelieved. He said that a man, unknown to him, had engaged him and had directed him to drive up Germantown Ave. When they reached Mr. Airy the man told him to turn around and stop, and while the machine was halted the man went behind it. Billings said he didn't know why, or from what he learned afterwards, that it must have been to tie a handkerchief over the license number. Then they drove down Germantown Ave. and opposite the jewelry store the man had him stop the car while he alighted. According to Billings the man came back and said go ahead. He drove off at 15 miles an hour.

Billings swore to that although other witnesses testified he was going 40-

and plunged into the drug store window—because of desire to get a watch, was his ascribed reason. Finally, as he sat amidst the ruins of the car he saw the four rings and put them in his pocket. He admitted that his passenger had been carrying the rings in a tray, but did not think anything of that.


THE JEWELERS' CIRCULAR

Voluntary Bankrups

Thoma Bros. Co., wholesale jewelers, Cincinnati, File Petition Showing Assets of $80,141.85 and Liabilities Amounting to $133,090.29

CINCINNATI, O., Aug. 27.—Thoma Bros. Co., wholesale jewelers, 126 E. 4th St., filed a voluntary petition in bankruptcy in the United States District Court last Thursday. Liabilities are listed at $133,090.29 and assets at $80,141.85. Stock on hand is $1,154.36; $1,000 due on open accounts, $7,530.35, and deposits in bank, $446.35. All the liabilities of the company except $124.50 due as wages to employees are said to be unsecured.


A report issued by the Canadian bureau of Statistics on the repair industries during 1919 states that $7,250,319 was invested in the jewelry, watch and clock repair industry, the receipts of which amounted to $9,401,270.

THIEF CONVICTED


PHILADELPHIA, Aug. 27.—An amazing confession of the manner in which he robbed the jewelry store of I. Press & Sons, 1817 Market St., while operating from a Detective Agency circled the building and then gave over the search, as related in last week's JEWELERS' CIRCULAR, was made by John Brown, colored, before Magistrate Dugan, at the 32nd St. and Woodland Ave. police station Friday.

Brown, who was captured the morning after the robbery some two miles from the spot, not only admitted freely that he was guilty of taking $11,500 worth of jewelry, but said that he had picked out the choicest gems, determining the values by the price tags. When first apprehended by a watchman from the University of Pennsylvania who observed him acting in a suspicious manner under a railroad bridge in West Philadelphia, Brown refused to believe that the jewels found in his possession he had dug up after seeing two men hide them. When arraigned before Magistrate Dugan, however, he made a clean breast of the business. "I had spent my last nickel for something to eat," he told the magistrate. "When I saw the jewelry in the window, I said to myself, 'If I had all that my hungry days would be over.'"

Brown then described how he climbed to a window on the entresol floor rear, raised it and climbed in. The burglar alarm rang when he opened the window but stopped when he closed it. Later he heard what he believed to be a policeman try the front door of the store. This was the operative from the Protective Agency. Continuing, the prisoner said:

"I waited until he went away, then went to the show case and picked out a tray of watches, some being marked $130. I then found a tray of stick pins, some marked $90, and took all. Then I found a tray of women's watches, a string of pearls and rings."

"I realized I had so much jewelry I would not know what to do with it, so I climbed out the window and got away without any trouble. Later, though, when I was examining the stuff under a railroad bridge, a watchman arrested me."

Brown was held without bail for court.

Jewelers' Gold Bars Withdrawn and Exchanged at New York

Week Ended Aug. 27, 1921

The U. S. Assay Office reports:

Gold bars exchanged for gold coins...$601,588.08
Gold bars paid depositors............$94,925.77

Total..................................$796,513.85

Of this the gold bars exchanged for gold coin are reported as follows:

<table>
<thead>
<tr>
<th>Date</th>
<th>Exchange</th>
</tr>
</thead>
<tbody>
<tr>
<td>August 22</td>
<td>$83,622.15</td>
</tr>
<tr>
<td>August 24</td>
<td>$25,847.65</td>
</tr>
<tr>
<td>August 26</td>
<td>$89,690.78</td>
</tr>
<tr>
<td>August 28</td>
<td>$15,670.25</td>
</tr>
<tr>
<td>August 30</td>
<td>$0.00</td>
</tr>
<tr>
<td>August 31</td>
<td>$47,088.49</td>
</tr>
</tbody>
</table>

Total..................................$601,588.08
DRILLING

Our shop is now prepared to undertake the drilling of Precious and Semi-Precious Stones.

American Gem & Pearl Company
6 West 48th Street, NEW YORK

LONDON
26 Holborn Viaduct

PARIS
44 Rue Lafayette

FROM MINES TO MARKET

UNQUESTIONABLY — the finest scientifically produced pearls in the world.

FRANK C. OSMERS
2 West 47th St., New York, N. Y.
Telephone Bryant 5523

Prisms: Their Use and Equivalents
A book containing a more extended knowledge on this branch of refraction than is contained in works on ophthalmology. Price, $2.00.

THE OPTICAL PUBLISHING CO.
11 John St., New York

The Buyers' Directory
Price, $1.00

The Jewelers' Circular Publishing Company
11 John Street New York

Fine Opal Necklaces
of Exceptional Quality
F. W. HOWELL
Pearls and Precious Stones
3 Maiden Lane, New York City

Attention—Manufacturers
Onyx Ring Stones
Furnished For Any Size
Diamond
ONYX AND AMBER BEADS
THE DOUBRAVA CO.
61 Maiden Lane New York

TELEPHONE 7410 Cortland

EMIL DOELL
LAPIDARY
Precious and Semi-Precious Stones
15 John Street NEW YORK

We cut, polish, buy and sell all kinds of precious, semi-precious stones and odd gems. Are always in the market for rough gem material, and have a large lot of assorted stones for jobbing purposes always on hand.
A RECENT issue of the Hanauer Anzeiger makes a strong complaint of the trade conditions of this jewelry center. It says:

"It was clear to all of us early in the Spring of 1920, and the high point of the consumption was passed and that a more or less precipitate decline must be faced. Already the slow improvement in German exchange brought about a setback to foreign trade; for a time, however, sales in Germany held together, while a number of industrial branches remained profitable, wealthy persons were willing to spend their superfluous money on luxuries, and the breed of profit-seekers and Revolution gainers was not yet dead. The setback started in so much the more perceptibly from the Fall of 1920. In the inland the rise in the cost of living necessitates scared ever increasing circles from the purchase of all but bare necessities, and especially the tax on property increase of fortune and income, threw their lightning shadow even among these circles which so far had had money for jewels and such costly decoration. With thickened demand the luxury tax of 15 per cent. came more irresitibly into the forefront than before. Abroad, the rapid price decline and the world market crisis hit all around in such a manner that the difference in exchange values also allowed no incentive any more to purchase German precious metal wares, especially as these last, by dearer raw material and higher wages, still further increased prices.

"The Hanau precious metal goods industry has become entangled in a manner never experienced by her before since her coming into existence. Herewith it must be acknowledged that, for instance, the foundation of the world fair (Messe), the otherwise general propaganda activities, the intensive travels of individual firms with thousands of expenses, all have endeavored to bring the business back to normal. But they have been too little.

"After a comparative statement as to the unemployment statistics of other leading nations and their quandaries and an enumeration of the causes, internal and external, of most of the trouble, the article continues:

"With hands bound the enterprising proprietors are hemmed in so closely as to the necessary activities, and while in former years by efficiency and restless energies they found new market outlets for their high quality manufactures, upheld for generations by schooled craftsmanship, they see today these possibilities, obstructed by powerful encroachments which were not thinkable in former normal times. Such a feeling of impotency against elementary hindrances is the more depressing amongst the mighty branches of industry. And this is not only the point of no manufacturers, without prospect of sales, that they shall continue to produce and fill their stock cases with finished goods for hundreds of thousands, which later, following a change in fashion or lowered prices, will become such material to melt down, and in the meanwhile bring enormous interest losses. If adequate timely reductions are not carried out we have to reckon with an irreparable material loss at certain arrival of the point of time when proprietor and industry are ruined and the workmen concerned will find themselves facing an absolute nil."

Jewelry à la Mode

THERE was a time when the grande dames would never have consented to adorn themselves with anything other than that heavy with riches; precious gems alone were worthy of them and they had perfect contempt for such that did not represent real value. All women since antiquity have done follies for jewels and many smiles flourished and many tears were spent before the gleam of a lovely stone. "For those of lesser fortune imitations have been attempting, but fine taste would not admit them and a neck unadorned or bare hands were valued higher than a toec that did not know even how to lie. Moreover, important jewels only go with the full evening dress; even in royal sables a lady of refinement does not show herself in the afternoon either with graduated strings of pearls or numerous rings, for the morning she admits few jewels and proclaims the soberest appearance.

"And fashion, the inspirer of so many lovely things, makes game of riches, and we see the most elegant of ladies let their strands of pearls slumber at the bottom of caskets while they set up chains of wood or painted beads. That was a success, I should say, the beginning of the war the Parisiennes, as sign of mourning, renounced their jewels and affected a modest toilet. But coquetry was not yet out of fashion, they sought new finery. It was then that these necklaces of colored beads or shells, etc., showed up that enchant us. We loved simplicity, colors, posing them on robes of velvet, on wrappers, on fur. . . . Then there came about what always happens, and, too much exploited, these necklaces became vulgar and were sold in the bazaars, at the perfumery shops, and by small hairdressers, and were worn by everybody. We wanted something different.

"As though she divined our wish, fashion, in the Spring, sent forth sensational, highly tasteful novelties, which, though fantastic remained real. All the costume houses adored their models and announced them a grand success. It is buttons that interest us first. They are in stamped silver, old looking and in styles of the Middle Ages in all new sets. We see them on linen and on silk, and the rue de la Paix scorn them on golk and shoulders and the bottom of sleeves. These buttons served also, in combination, for ravishing belts. It is not divulging a secret in saying that on serge and on lace we will see many fancy belts. In jade, in coral, in ivory they will certainly please. But we shall prefer the belts made of silver buttons joined together with one another by rings of mail. What pretty necklaces they will make to take the place of those we are tired of! The costume houses pose them on the models, the jewelers are taking to them and the elegantes will give them a good reception without a doubt. While we pay 100 francs for a necklace as we can buy a silver necklace for 150 that represents some value.

"These silver buttons decorate silk vests that we wear this Summer under the 'tailors'; they will pose on shoes and even a number of modistes are placing them on hats. Very small ones serve as motifs of embroidery or even score on lace veils. Very large ones form the clasp of bags, the tops of umbrella sticks. Lastly, we shall find on day and evening robes a considerable use of buttons. They are sometimes incrusted with turquoise, green or opal. These last are likely to scare the superstitious. They will make merry, on the contrary, for they are the new fetich. There it appears, a star in each opal. If they find their star, a star or the opal must not be left! Is this the reason for the new success of the opal? It is much employed, and the buttons that are adorned with it will be attached to vests of faille, lace fichus, drapery, etc.

"We shall see a quantity of those Cau- casian jewels. Some among them are incrusted with stones, unadorned will be irre- sistibly attracted by plaques in filigree and turquoise or filigree and opals; they will be pretty on cloaks and plain robes, verita- ble jewels can take the place of the others. Lastly, we shall also see other hat pins. In the afternoon, with a lace hat, in the evening with aigrettes, in the morning, during rain or traveling, women uniformly show pins with baroque pearls. Worn in a dress hat they are in place but not in other cases. Then we will wear pins with massive wrought silver heads, or even, in place of a pin with a stone. This change will amuse us and be more rational.

"There is, lastly, a jewel forgotten for a long time to which success will come at last: the old buckle. Nothing equals it to set drapery, to slip on a scarf or to hold a belt. The costumers pose buckles on many of their models. The milliners themselves place them on hats, the two- horned, three-horned, the draped tops. It will be, we shall see, the reign of silver. I can only advise you: as much as gold is easily common, so much silver remains sober and distinguished; and that gentler the fashion will be so great, its use so pretty, and we will all be wearing it."—Magda in L'Art et la Mode.
ENTERTAINMENT TO BE PROVIDED at the

Buffalo Convention

Sept. 12-16, 1921

Just enough relaxation to keep you in prime shape for the business sessions

Monday
EVENING—Reception of Delegates and Visitors, American National Retail Jewelers Association—Cabaret and Dinner Dance.

Tuesday
AFTERNOON—For the Ladies—Auto ride through the parks and boulevards. Stops will be made at places of interest, such as the Albright Art Gallery, Historical Society Building, etc. Dinner at the Buffalo Yacht Club.

Wednesday
AFTERNOON—Everybody—Trip to Niagara Falls—Around the Gorge Route—Dinner and Dance at the Clifton Hotel, Niagara Falls, Ont. A trip you will never forget.

Thursday
EVENING—Lake trip on famous old Lake Erie—Shore dinner at Crystal Beach on the Canadian Shore—Dancing and fun galore.

Friday
Well—you just won’t want to go home. For those who can’t, something will be provided. Just leave it to those Buffalo jewelers.

You’ll be welcomed at Buffalo by

New York State Retail Jewelers’ Association

Buffalo Retail Jewelers’ Association

Buffalo Wholesale and Manufacturing Jewelers and Kindred Lines
BUFFALO is a great convention city. There is seldom a day passes when there is not going on, somewhere in the city, a convention of national or at least State-wide importance to some trade or industry. This is particularly true in the Summer. Then the large hotels swarm with centers of the country, and there are many manufacturing jewelers’ establishments here, employing hundreds of persons. There are some of the country’s finest jewelry shops here.

The Buffalo Retail Jewelers’ Association is one of the livest organizations of its kind in the State. Its members are a genial, likable, hospitable kind of men, who are planning to show the visitors the time of their lives when the convention comes to their city.

Included in the plans for the entertainment of the visitors is a trip to Niagara Falls. There they will be shown the wonders of Niagara’s mighty plunge. They will view from both the American side and from the Canadian side, where there are some splendid vantage points to gaze upon the wonderful waterfall. They will also be taken through the Gorge, which from a scenic standpoint, equals the Falls. A luncheon is planned on the Canadian shore.

Splendid boulevards connect Buffalo with the Falls, and the motor trip there is a most delightful one.

But there are many beautiful and interesting sights to be taken in at Buffalo, besides Niagara Falls—the city’s residential section, which is one of the most beautiful in the country, its splendid system of parks which are unsurpassed in their beauty, and its mighty industries among which are numbered some of the largest in the country.

Buffalo is a city of homes. Some of the finest residential sections in the United States are in this city. The streets were laid out with care and foresight before any houses were built, and the result has been worth the pains taken.

The same applies to the parks and parkways. The larger parks are connected by beautiful parkways.

The magnificent Albright Art Gallery, one of the finest in America, is located in Delaware Park, as is also the Historical building, another fine structure. In Delaware Park, also, there is a large zoo, with an interesting collection of animals and birds.

Buffalo is growing rapidly as an industri...
The Jeweler who co-operates with us not only sells more Rings, but sells more watches, jewelry, diamonds, etc.

W.W.W. GUARANTEED RINGS are much easier to sell than ordinary, unknown Rings, because W. W. W. GUARANTEED RINGS give you and your clerks talking points which ordinary, unknown Rings do not have.

Remember,—Not Merely Good Rings—But a Service!

WHITE, WILE & WARNER
Makers of nationally advertised rings in which the stones do stay
BUFFALO, N.Y.
tral city. With the prospects of getting more power from the Falls, the future of the city as a manufacturing center looks bright. There are already hundreds of large plants here, employing thousands. The diversity of industry here is very large. This steadied the city in good stead during the industrial slump in the Fall, when cities of greater size, but where the diversity was not so great, underwent a debacle, in population.

The city is one of the country’s great iron and steel centers, and there are several large plants here, employing thousands of men. The city also has a number of motor plants, chief among them being that of the Pierce-Arrow Motor Car Co. Buffalo is beginning to rival Akron as a rubber center. The Dunlop Tire Co., of England, is completing its huge American plant here, which will employ 5,000 men at the start and which will ultimately, it is expected, employ 20,000.

Buffalo’s waterfront is an interesting one. At its southern terminus are the great steel plants. Along the central sector are the huge grain elevators, some of the largest in the world. Here millions of bushels of grain come each year, from the west and from Canada. Plans are now being made for the greatest mill in the world, on Buffalo’s waterfront. Downtown Buffalo has many fine shops which will interest the jewelers. There are also a large number of excellent theatres. The mercantile district is spreading beyond the “one-street” idea. A fine exclusive shopping section is now developing in lower Delaware Ave., which is becoming Buffalo’s Fifth Ave.

There are three large, up-to-date hotels in downtown Buffalo—the Iroquois, Lafayette and Statler. Further uptown are two others—the Lenox and the Touraine. The Lafayette will be the headquarters for the convention.

Jewelers who attend the national convention will not be disappointed with their trip. It will be one of the most interesting they ever made, and they will be royally entertained—because, as has been stated before, the Buffalo jewelers are a crowd of “reg’lar” fellows.

A. N. R. J. A. CONVENTION

Arrangements for National Conclave Practically Completed

BUFFALO, N. Y., Aug. 27.—With the last details now practically complete, the local jewelers were able to announce the programme for the convention this week. Meetings of some of the committees were also held this week.

The last regular meeting of the local retail jewelers’ association before the convention was held Thursday evening at the Hotel Lafayette. During the latter part of this week the complete programme for the convention was made known and is published elsewhere in this issue.

As the time for the opening of the convention draws near, its prospects become brighter and brighter. Reservations for exhibit booths are nearly all completed. Applications are pouring in, and the indications are that the exhibits will be among the finest in the history of A. N. R. J. A. conventions. Alfred O. Bald, who is preparing the programme, announces, that space for advertising has practically all been taken.

A big get-together dinner of wholesalers, manufacturers and retailers will be held on the evening of Wednesday, Sept. 7, at the Automobile country clubhouse at Clarence. Final plans and announcements regarding the convention will be made at this meeting.
EMBERS of the A. N. R. J. A. and visiting jewelers, we extend to you a hearty welcome to Buffalo and cordially invite you to make our office your headquarters while here.

For more than 25 years we have been supplying many of you with your requirements in jewelry cases and we appreciate your friendship and good will toward us.

Buffalo Jewelry Case Co., Inc.
329-335 Broadway, Buffalo, N. Y.

JEWELRY
Will sell and stay sold if made of HOOVER'S STANDARD 18
Non-tarnishable
WHITE GOLD
The Gold that lights the Diamond and Stands the Test of time

We also manufacture a complete line of Solders for Yellow, Green and White Golds and for Platinum and platinum Repair Work.

Send for Price List A.

HEADQUARTERS for the American National Retail Jewelers' Association Convention

HOTEL LAFAYETTE
Lafayette Square
Buffalo, N. Y.
This Palatial Hostelry is Buffalo's Leading Hotel
BUFFALO is a fitting city for the 1921 convention of the American National Retail Jewelers' Association, not merely because of its central location and the many scenic attractions that its vicinity offers, but also because it is one of the most important jewelry centers in the country as well, from a manufacturing, wholesale and retail standpoint.

Some of the largest manufacturing establishments between New York and Chicago are located here. One of the finest retail jewelry shops in the United States was opened in this city only a year ago. Hundreds of thousands of dollars' worth of jewelry is shipped out of here to points all over the United States. So when the retailers come here to the Buffalo Jewelry Mfg. Co. (Leo. Block), is doing a land office business with rings through a progressive form of advertising. Another concern of long standing is that of Volk & Wiland. Herman C. Volk is now in charge of this business which is located in the Lincoln building in Washington St.

Among the other wholesale firms here are Petersen, Max & Co., who have offices in the Elliott Square; Clarence Packard, located in the same building, and the Continental Jewelry Co., who are located in the Mutual Life building.

As Buffalo is such an important jewelry manufacturing center, it is only natural that there should be a number of concerns here who provide jewelers with fine cases for their goods.
To Our Many Friends:

We extend a hand of welcome, and hope you will come to Buffalo to attend the National Retail Jewelers' Convention. We will be here to greet you, and we want you to know it is our sincere desire to have you make our office, 910 Ellicott Square, your office. We will do our utmost to make your visit enjoyable.

RING MAKERS

Welcome, Visiting Jewelers

Window Display Platforms
Jewelry Cases
Trays and Fine Paper Boxes

66-68-70-72 Exchange St.
BUFFALO, N. Y.

Moorish Leather

All hand Tooled Hand-bags Purses Bill-folds

See our Exhibit in Room 655, Hotel Lafayette

Send for Illustrated Catalogue

Kaser's Art Leather Shop
545 Madison St.
Buffalo, N. Y.

Designers and Makers of Cordova Hand Tooled Leather

The Cordova Shops Incorporated
237 Elm Street
Buffalo

Visit our Exhibit, Booth No. 8, Lafayette Hotel

When at the convention get acquainted with our line.

Silver decorated bronze and other attractive wares.

Telephone Tupper 2155 for appointment to see our display.

Smith Metal Arts Co.
887 Niagara St.
Buffalo, N. Y.
Program of the National Convention

TUESDAY, SEPT. 13
MORNING SESSION
9:20 a.m. Registration of Delegates and ladies.

10:30 a.m. Convention called to order by President Charles T. Evans, Buffalo, past president, A. N. R. J. A.

10:45 a.m. Invocation. Rev. Walter Russell Lord, Buffalo.

10:50 a.m. Address of Welcome, Charles R. Robinson, president, Buffalo Chamber of Commerce.

11:00 a.m. Address in behalf of the Jewelry Trade of Buffalo, Charles T. Evans, past president, A. N. R. J. A.


12:00 p.m. Adjournment for Good Cheer Luncheon, led by Past President Mack A. Huribut, Fort Dodge, Iowa.

1:30 p.m. Special train leaves Terrace Station for Niagara Falls and George Route Outing, etc., with dinner and dance at Hotel Clifton, Niagara Falls. Trains, Territorial, Guests of the Wholesale and Manufacturing Jewelers and Allied Trades. Return at 9 a.m.

THURSDAY, SEPT. 15
MORNING SESSION
8:00 a.m. Breakfast Conference, "What Am I Going to Do to Force a Big Fall Business." Three minute talks open to all. Vice President E. H. Hufnagel, presiding.

9:30 a.m. Songs.


AFTERNOON SESSION
1:30 p.m. Songs.


2:30 p.m. Address: "Good Roads and Expansion," Geo. C. Diehl, Buffalo, president, American Automobile Association.


3:00 p.m. Adjournment.

EVENING SESSION
Executive Session for Members Only. Past President Charles T. Evans, Buffalo, presiding.

Report of Work of Local Clubs.


Report of Committee on Skilled Workmen—E. F. Lilly, Milford, Mass., chairman.

Report of Committee on Inspection—Chas. E. Sunderland, Rochester, chairman.

Report of Committee on Membership—E. D. Little, Auburn, Ind., chairman.

Report of Committee on Transportation—Alfred O. Bald, Buffalo, N. Y., chairman.

Report of Committee on Publicity—T. L. Combs, Omaha, Neb., chairman.

Report of Committee on Trade Interests—Ellis Gilford, Fall River, Mass., chairman.


Question Box. Adjournment.

WEDNESDAY, SEPT. 14
MORNING SESSION
9:25 a.m. Songs.

9:30 a.m. Report of Credentials Committee.


Report of Resolution Committee.
Heintz Bros., Inc.
Swan & Ellicott Streets
BUFFALO, N. Y.

MAKERS OF
Gold Rings

Our Repair and Order Department
is thoroughly organized to render to the trade the most
efficient service possible.

We are prepared to furnish prompt service and good
work at the right prices. Send us a package and be con-
vinced.

We make clasp pins and medals in gold, silver and plate,
and will be pleased to furnish designs and estimates on
request.

HEINTZ BROTHERS, Inc.
Manufacturing Jewelers
86 Ellicott Street, Buffalo, N. Y.

QUALITY --------- SERVICE
REASONABLE PRICES

CHAS. F.
D A M M
MANUFACTURING JEWELER
Serving the Trade Since 1889 Making and Repairing
Everything in Jewelry

Send us a trial package
703-711 MAIN ST. BUFFALO, N. Y.

Warner Jewelry Case Co.
MANUFACTURERS OF
Jewelry Boxes and Cases
OF ALL KINDS

642-646-648 Michigan Ave., Buffalo, N. Y.
Phone Seneca 306

Free Cuts!

Genuine Diamond $100 Black Onyx
14 Kt. Green Gold
TO RETAIL
$15.00 each

Heavy Sterling Silver Belt Buckle to Retail
$1.75 each

WHOLESALE PRICES ON APPLICATION
BUFFALO JEWELRY MFG. CO. Brisbane Bldg. BUFFALO, N. Y.
The Mail Order House

When in Buffalo
Be Sure and Call on
FREEDMAN BROS.
Rings Diamonds
BUFFALO

While You're At
The Convention Be
Sure To Visit Our Dis-
play Rooms At The
Lafayette Hotel.

(Ask for Your Souvenir)

Robins, Bladen & Robins
RING MAKERS
BUFFALO, N. Y.
How You Can Help Get Reduced Fares to the National Convention, Buffalo, Sept. 13 to 16, 1921

The American National Retail Jewelers' Association has tried hard through Alfred O. Bald, of Buffalo, the chairman of the transportation committee, to obtain special rates for the convention Sept. 13 to 16.

The special agent was to get permission from certain passenger associations to purchase tickets on the certificate plan, and if not less than 350 members purchase full fare one way tickets, going to the convention, at not less than 67 cents and obtain certificates from their local agents to that effect, and present these to the national secretary at Buffalo not later than Sept. 14, the special agent of the railroads, who will be present on that date, will validate these certificates and on presentation to the ticket agent, the holders will be entitled to purchase return tickets on the same route used in coming to the convention, at one-half the regular rate.

This is the way our permit from the railroads and their instructions read:

Southeastern Passenger Association—Territory south of Ohio and Potomac and east of Mississippi rivers.

Central Passenger Association—Territory west of Buffalo, Niagara Falls, Salamanca, Pittsburgh, Wheeling, Parkersburg and Kenova to and including Chicago and St. Louis, and north of the Ohio River including Cincinnati, Louisville and Cairo.

Trunk Line Association—New York State (east of Buffalo and Salamanca), New Jersey, Pennsylvania (east of Erie, Oil City and Pittsburgh), Delaware, Maryland, District of Columbia, Virginia and West Virginia (east of Wheeling, Parkersburg and Kenova).

The following directions are submitted for your guidance:

1. Tickets at the regular one-way adult tariff fares for the going journey may be obtained on any of the following dates (but not on any other date) Sept. 8 to 14. Be sure that when purchasing your ticket going to Buffalo you request a certificate. Do not make a mistake of asking for a receipt. If you are advised by the railroad station for ticket and certificate at least 30 minutes before departure of train on which you will begin your journey.

3. Certificates are not kept at all stations. If you inquire at your home station, you can ascertain whether certificates and through tickets can be obtained to place of meeting. If not obtainable at your home station, the agent will inform you at what station they can be obtained. You can in such case purchase a local ticket to the station which has certificates in stock, where you can purchase a through ticket and at the same time ask for and obtain a certificate to the place of meeting.

4. Immediately upon your arrival at the meeting present your certificate to the enrolling officer, A. W. Anderson, secretary, as the reduced fare for the return journey will not apply unless you are properly identified as provided for in the required certificate.

5. It has been arranged that the special agent of the carriers will be in attendance on Sept. 14, from 8:30 a.m. to 5:30 p.m. to validate certificates. If you arrive at the meeting and leave for home again prior to the special agent's arrival, or if you arrive at the meeting later than Sept. 14, after the special agent has left, you cannot have your certificate validated and consequently you will not obtain the benefit of the re-duction on the home journey. No refund of fare will be made on account of failure to either obtain a proper certificate or on account of failure to have the certificate validated.

6. So as to prevent disappointment, it must be understood that this reduction on the return trip is not guaranteed but is contingent on an attendance of not less than 350 members of the organization at the meeting and dependent members of their families holding regularly issued certificates obtained from ticket agents at starting points, showing payment of regular one-way adult tariff fares of not less than 67 cents on going journey.

7. If the necessary minimum of 350 certificates are presented to the special agent, and your certificate is duly validated, you will be entitled up to and including Sept. 20 to a return ticket via the same route over which you made the going journey at one-half of the regular one-way adult tariff fare from the place of meeting to the point at which your certificate was issued.

8. Return ticket issued at the reduced fare will not be good on any limited train on which such reduced fare transportation is not honored.

Members in the following parts of the country cannot purchase tickets on the certificates on the certificate plan:

New England States—The transportation committee recommends that members attending from New England purchase regular one-way tickets to Albany or New York city and then purchase tickets to Buffalo and ask for the certificate. Then if the necessary 350 certificates are presented the New England members will be entitled to buy return tickets to Albany or New York city (or wherever they obtained their ticket on the certificate plan) at one-half the one-way rate.

Southwestern States—This is territory southwest of St. Louis, including Texas, Arkansas, Oklahoma and Louisiana (west of Mississippi river). The transportation committee has been advised that special tourist fares are in force from this territory to Niagara Falls. Members in this section are urged to find out about these summer tourist rates and take advantage of them. The trip from Niagara Falls to Buffalo can be made by trolley or train, being not over one hour's ride.

The Pacific Coast—Members in this section of the country should inquire regarding special fares east, which may be in force, perhaps to Chicago and possibly Niagara Falls.

When members in the Southwestern or Pacific Coast States fail to get excursion rates they are advised to buy regular one-way tickets to the nearest point at which the certificate plan tickets can be bought, for instance, St. Louis, City for the southwest, and some point in Colorado, Utah or Idaho for the Pacific Coast. When buying tickets at any point in territory where the certificate plan has been allowed be sure to ask the agent for a certificate, and always buy your ticket to Buffalo.

Caution—Don't leave the matter of seeing your local agent regarding your ticket to Buffalo until the last day. Do it now. Find out at once just what you want to know from him and thus have plenty of time in which to make arrangements if it is necessary for him to write elsewhere for certificates.
WACHES THAT STAY SOLD

are the cheapest watches to handle

Be sure you have that KIND.

IMPERIAL WATCHES
in 8¾, 9¾, 10½ Lignes; 0, 12, 16 sizes; 7, 15, 17, 21, 23 Jewels

NICOLEY WATCHES
12 size, thin model, 17 and 21 Jewels

VAUCHAY WATCHES
17 ligne, 12 and 16 size, 15, 17, 19, 21 Jewel

Rectangular Movements; All Sizes.
Interchangeable material for all movements; complete stock always on hand

If your jobber does not have these lines write to us.

Bayer, Pretzfelder & Mills, Inc.
15 MAIDEN LANE
NEW YORK CITY
THE JEWELERS' CIRCULAR

Seattle, Wash.

Jess King, manufacturer's agent of San Francisco, has been in Seattle.

M. S. Burnett, of Chehalis, visited in Seattle this week and motored over to Lake Crescent.

The bankrupt stock of W. P. Schumeman of Hoquiam was purchased by M. Minak, of Hoquiam.

Lee Strauss, formerly in the jewelry business in Willard, Wash., was a recent visitor here.

Ernest W. Sultan, of S. A. Perkins & Co., was a recent visitor to Portland, where he called upon the jewelry trade.

Carl Domes, representing A. I. Hall & Son, has started on his Fall trip covering Washington, Idaho, and Montana.

L. W. Sutter, who met with a serious accident in Portland, is greatly improved and able to be in store a few hours daily.

S. Friedlander left last week for a trip to Soap Lake, Wash., where he will later be joined by Mr. Marcus of Sprinkle & Co.

H. Holsman, of Spokane, was a recent visitor in Seattle. Mr. Holsman expects to reopen jewelry quarters on Main St., Spokane.

A. Koshis, representing the California Jewelry Co., San Francisco, has recently returned from Europe, and visited in Seattle last week.

Mrs. S. Burnett is visiting in Minneapolis and expects to be gone about a month. Mr. Burnett will join her in Minneapolis this coming week.

Among the out-of-town jewelers visiting Seattle this past week were Mr. Richards of the Crescent Jewelry Co., Tacoma; Mr. A. C. Jermine Anacortes; Geo. H. Moehler of Charleston; Mr. Ore Gregory of Port Orchard.

W. C. Juneau, formerly in business at Hoquiam, was a Seattle visitor last week.

Mr. Juneau has just returned from an automobile tour of California and is now looking for a new location. He anticipates locating in Hoquiam again.

The Seattle Watchmakers School, located in the Madison Block, Seattle, Wash., have just remodeled and enlarged quarters and are now equipped to handle 100 pupils. The school is equipped to give a two-year course in watchmaking and is installing an engraving and manufacturing jewelry department. The 47 pupils now taking the course were enrolled from all over the northwest, including States of Washington, Idaho, Montana, and Oregon.

Solomon's Talismanic Ring

A THOUSAND fables have been invented about the ring of Solomon, above all by the Arabs. One day, it is said, as Solomon entered his bath he left his ring, which a Jew stole from him and threw it into the sea. The Seer of his time, Maron, considered himself deprived of those lights that were indispensable to him for proper administration, Solomon abstained for 40 days from sitting on his throne, when it was found in the belly of a fish served at his table. The bezel of this mysterious ring was a source of wonder works. Solomon saw in it all the things he desired to know.—Rambosson.

Rochester, N. Y.

H. F. Mott, of Handy-Daltont-Mott Co., 55 Clinton Ave., is away on an extended vacation to the Thousand Islands and Adirondack Mountains.

E. J. Scheer has returned from a week's stay at Clifton Springs. He is arranging to attend the conventions of the State and national associations at Buffalo.

Philip Present has been named chairman in this city of a local committee in a national campaign to raise an endowment fund as a memorial to J. Walter Freiberg, late president of the Union of American Hebrew Congregations.

A man called at E. J. Scheer's jewelry store, Main St., last Thursday and asked to see some diamonds. Some stones were shown to him valued at $300, but the man asked for a more expensive diamond, saying that he had plenty of money to pay for it. In order to stimulate the assertion he made a bank book showing one entry of $7,500. The salesman became suspicious and the "customer," apparently aware of this fact, stated that he would think over the question of purchasing a stone and then left the store. Word was sent to the police station and the man was caught Friday morning when he, it is claimed, tried to pass a worthless check at a local bank. He gave his name as Browne Siedelkow, age 28, of 135 Townsend St., Buffalo. He is also known under the names of Frank Watson and Edward Becker. He is held here under a charge of grand larceny, first degree.

The employes of the Barbour Silver Co. (Factory C), International Silver Co., Meriden, Conn., held an outing and sheep bake at Lake Compounce, Southington, Conn., Saturday, Aug. 20.

The members of the Sessions Ladies' Social Club of the Sessions Clock Co., Forestville, Conn., enjoyed an outing at Mumau- guin recently, the trip to the East Haven, Conn., resort being made by automobile. A shore dinner was served.

The body of Corporal William L. O'Donnell of 28 Kenneth St., who before going overseas was a silver plater with the International Silver Co., Meriden, Conn., arrived in this city recently from France, where he was killed in action. The burial took place in Mt. St. Benedict Cemetery, with military honors.

William S. Todd, head of the optical department of Brown, Thomson & Co., who sailed in July for a trip abroad and who is to attend a large ophthalmological meeting in Paris, has written that he has visited Scotland, Oxford, London, Scarborough, Edinburgh, Glasgow and the Burns cottage at Ayre. He will sail for this country from Liverpool on Sept. 10 on the Corona.

The clock in the tower of the old City Hall, given to this city two years ago by Captain Horace Wickham as a memorial to his father, has qualified under the contract with the manufacturers, the Seth Thomas Clock Co., Thomaston, Conn., and a check in payment for the large timepiece has been forwarded to the New York office of the concern. By agreement the clock was to vary less than 30 seconds in 30 days and the buyer has also been given a five-year guarantee against original mechanical defects.

"The Tiger's" Bombay Bargain

M. CLEMONCEAU, in Bombay, noticed in the display of a native merchant of antiques a jewel which pleased him greatly.

"How much?" he asked.

After the salaams (bows) and Oriental circumlocutions, the merchant ended by saying: "100 rupees."

"A hundred rupees? and you don't demand my watch as well? I will give you 40 rupees!"

"Forty rupees, your Excellence! I would much rather give you the object!"

"Seriously?"

"Serious?"

"Oh, well, I accept the gift. See, I put it in my pocket! I thank you! But one act of politeness deserves another! Allow me, on my part, to make you a present. Here are 40 rupees more."

And the merchant lost himself in expressions of thanks,—Le Moniteur de la Bijouterie.
Mr. and Mrs. Danforth K. Barrett will remain at Prudence Island during the coming month.

Adamo R. Allea has been elected Grand Warden of the Grand Lodge, Sons of Italy, of Rhode Island.

Mr. and Mrs. Edwin E. Wilde, who are on an automobile trip, will spend some time at Clearwater Camp, Farmington, Me.

The factory of the Silrose Mfg. Co., manufacturers of emblems, has been removed from 100 Fountain St. to 44 Franklin St.

Snack, Schmidt & Co., successors to Wildprett & Snacke, formerly of 14 Blount St., are now located in their new factory, 59 Stewart St.

The Pawtucket Smelting & Refining Co., 409 Mill St., Central Falls, has given a mortgage for $7,000 to the Slater Trust Co. of Pawtucket.

Mr. and Mrs. Edward B. Lederer are at present staying at Breton Woods, in the White Mountains, on their return mototrip from Canada.

Mr. and Mrs. George L. Kerr, with their daughters, of Franklin, returned on Monday from a two weeks' automobile trip through Maine and New Hampshire.

Paul Aspro and others have given a chatted mortgage of $850 to Lewis Wattman et al, covering office furniture, tools, machinery, etc., in the shop at 43 Sabin St.

Due to a fire in a restaurant over the store of the London Jewelry Co., 181 Main St., Pawtucket, the store has been closed pending the adjustment of the insurance.

The manufacturing jewelry factory of the Hadley Co., 21 Eddy St., has just been equipped with a Boland four-head polishing bench and dust collecting system by the H. J. Axte Co.

The Keystone Mfg. Co., Inc., has been reorganized and the following officers elected: President, A. Ingram Bidwell; vice-president, E. W. Stetson; general manager, S. W. Miller. The new president is a Boston attorney.

The Barrie Art Craft Co., Inc., corner College and Benefit Sts., this city, are installing 31 stained glass windows in the Italian Church in Barrington, R. I. The company is now United States agents for the John Harriman windows, made in London and Birmingham, Eng.

Samuel Jacobson, who for three years formerly conducted a retail jewelry business at 93 Aborn St., has purchased from Mrs. Fannie Hamburg, the business conducted by her at 143 Atwells Ave., under the firm name of Criterion Jewelry Co. The business will be continued by Mr. Jacobson at the same location and under the same name.

Walter J. Riley, 18 years old, who was arrested for breaking into the manufacturing jewelry establishment of James T. Smith, was arraigned before Judge Ruecker in the Sixth District Court last Friday on the charge of breaking and entering the shop and the larceny of jewelry valued at $200. He was held under bail for $1,000 for the grand jury.

THE JEWELERS' CIRCULAR

The petition of Julian C. Marx that a permanent receiver be appointed for the Glove Mfg. Co., was heard by Judge George T. Brown in the Superior Court last Monday and granting to Mr. R. Preece, who was previously appointed temporary receiver, was made permanent under bonds of $3,000 and all creditors were notified to file their claims on or before Oct. 10.

A mass meeting of the employees of the Wachenheimer Bros., manufacturing jewelers, 36 Garnet St., was held last Saturday from 11 to 12:30 o'clock. The employees, who are wreminder about 75, are organized in what is called "The Square Deal Plan," the object being to discuss matters concerning the business of the company. The speakers were H. W. Wachenheimer, W. S. Bell and E. F. Davis.

Among the jewelry buyers reported in this city and vicinity during the past week were the following: R. Litzenberger, Arrow Co., Providence; H. Ewing, Ewing Co., Providence; Mr. Ziga, the United States Jewelry Co., Montreal; Mr. Lawlor, Rothschild Bros., Chicago; Mr. Ewing, Continental Jewelry Co., Cleveland; Hyman H. Cohn and H. Weinberg, Stamstag & Hilder Bros., Inc., New York; E. M. Rosenthal, Rosenthal Jewelry Co., Toledo, O.; Mr. Powers, F. N. Abuali Co., Lansing, Mich.; Arthur Bendheim and Edward Heim, A. H. Bendheim & Co., New York.

Robert C. Bottomly, who conducts a retail jewel and watch repairing shop at 56 Main St., East Blackstone, had a narrow escape from serious injury a few days ago while riding his bicycle in Depot square, Woonsocket. He was badly shaken up and bruised when his machine was bowled over by an automobile and he only saved himself from being run over by rolling to one side. As it was, the little finger on his left hand was broken. Mr. Bottomley was riding along Main St. into Depot square, in Woonsocket, about midnight, when an automobile coming from the opposite direction swerved toward the bicyclist. In attempting to get out of the way, the two machines collided, throwing Mr. Bottomley heavily to the ground. The forward wheel of his bicycle was demolished and only his quickness of mind prevented Mr. Bottomley from being crushed. He was taken into a nearby doctor's office where the fracture was reduced and later was assisted to his home.

The annual outing of the Parks Bros. & Rogers Beneficial Association was held last Saturday at Duby's Cove, on the banks of the Pawtucket river, with a large number in attendance. The principal feature was a shore dinner, which was preceded by athletic games and followed by dancing. Irving Rogers, Jr., gave exhibitions of dancing and Morgan Rogers rendered violin solos. The party left the city by special car and upon arrival at the grounds enjoyed luncheon and then the committee, consisting of Howard Gibb, John Kelley and Charles Taylor, started the contests. The tug-of-war was won by the tool room team against the team representing the factory, and the baseball game went to the single men against the married men by a score of 2 to 1. Appropriate prizes were offered the winners in the various contests, the results of which were as follows: 100-yard dash, won by W. Swanlund; 40-yard dash, by Miss V. Wilcox; baton race, by Miss Anna Smith; running jump, by C. Kinnie; string race, by Miss Minnie Geist; doughnut race, by Max Hammar; biscuit race, by Miss Edna Rowe; dart contest, by W. Stryer; spad and basket race, by Miss Helen Loovis.

NORTH ATTLEBORO

Charles G. Spooner, jeweler of Providence, figured in an automobile accident in this town last Wednesday evening.

Louis Kurtz, of the Sturtevant & Whiting Co., has fully recovered from his recent operation and is now able to be at the factory.

Miss Martha E. Peirce, an employee of the Whiting & Davis Co., was held up last Wednesday night near Lake Mirimichi while on her way home to Roxboro and robbed of $30.

The sudden death of Leon Richards in Chicago last week was a shock to his many friends in North Attleboro. He represented the E. I. Franklin & Co. and the LeStage Mfg. Co.

The employees of the Bugbee & Niles Co. enjoyed their annual outing last Friday at Duby's Cove, which is located on Narragansett Bay. A program of athletic events was carried out and a fine shore dinner enjoyed.

The Mason Box Co.'s ball team defeated the Knights of Columbus last Friday in the Twilight League and clinched the league championship. The club will receive a handsome silver cup, awarded to the team winning the pennant, by Charles A. Whiting, and the members of the team will divide a purse of $100, given by the Mason Box Co.

ATTLEBORO

Local silver firms are advertising in papers for additional help.

The local firms will close this week until Tuesday, owing to Labor Day.

E. H. Rogers, of the Horton-Angell Co., left this week for the west on a business trip.

S. MacDonald, of the Independent Mfg. Co., is enjoying a two weeks' rest at Halifax, N. S.

The valuation of Attleboro this year is set by the assessors at $23,234,575, an increase of $1,127,985 over last year.

The Community Fellowship has expressed its appreciation of the co-operation tendered by Samuel Einstein while chairman of the past year.

Joseph Finberg, the well known manufacturer who is the friend of all the boys in the city, succeeded last week in opening Bangay field for the boys to play ball on. Several weeks ago some of the youngsters broke some windows in the vicinity and the field was closed. Mr. Finberg paid the bill and offered to make good any further damage done.

August 31, 1921,
Geiger, holds three, and Walter H. Hartenstein, who has been with Matt Irion's Sons, holds three. Mr. Geiger has secured a location on the St. Paul building, Fourth Ave. near Walnut, directly across the street from the jewelry store of William Kendrick's Sons. The lease was obtained after negoti- ating with the Starks Realty Co. Mr. Geiger expects to get into his location and open for business about Oct. 15. His son and Mr. Hartenstein, who hold shares in the company, will be associated with him in the business.

THE JEWELERS' CIRCULAR

TRADE CONDITIONS

According to some of the statements of jewelers, there are several houses in American that are not taking up the slackened business, which continue to show a slight gain in this department as compared to last year. There is still much unemployment here, but it is believed there will be more marked improvement before the end of October.

Pittsburgh jewelers are to have a bowling team this Winter and the Jewelers' 24-Karat Club, to further the interest in it, has named Charles H. Holyland, chairman of the executive committee of a committee to include associate members of the organization to boost the thing along. The other members of the club's committee include Park Stewart and Frank W. Burger.

It has been decided by the board of directors of the Pittsburgh Association of Credit Men to hold the annual picnic Sept. 10 instead of Sept. 24 as originally planned. The place of the picnic has been changed to Keown Station. The scene of the festivities will be Rustic Grove. A large number of prices will be awarded to those participating in the athletic events to be arranged. Considerable complaint has been made for some time on the part of traveling men, regarding their inability to obtain sleeping car reservations, and in order to help them at Pittsburgh, J. Clare Crawford, president of the Jewelers' 24-Karat Club of Pittsburgh, has taken up the matter with some of the railroads. He wrote to the Buffalo, Rochester & Pittsburgh Railway Co. regarding the subject and has received a letter from P. McK. Snyder, passenger agent of the road, assuring that if information can be furnished with reference to the requirements of this travel he will be glad at any time to make reservations for such individuals as need them. He also wrote that a fare of one and one-half fare rate will be given to jewelers attending the annual convention of the American National Retail Jewelers' Association to be held in Buffalo Sept. 12 to 16, under certain conditions.

A meeting of the directors of the Jewelers' 24 Karat Club of Pittsburgh will be called the early part of October to arrange for a smoker and beefsteak dinner to be held this Fall. President Crawford believes that there should be functions of this kind and the scope of the organization's work broadened to some extent. Among other things, Mr. Crawford would like the members of the club to meet once a month for a round table discussion of things vital to the interest of the jewelry trade and in this manner bring about united action that would be of benefit to the trade as a whole. He received during the last week, letters from a number of jewelers regarding telegrams which they forwarded to the representatives of Congress from this district and also the United States senators, relative to the removal of the tax on jewelry. Mr. Crawford also announces he is cooperating with the members of the Pittsburgh Piano Merchants' Association along the same line.

Otto Nelson, Peshigio, Wis., has sold out to W. A. Moore.

Headquarters Detectives T. F. Hogan and W. T. Jenkins are investigating a burglary reported at the optical store of J. W. McAllister Co., 113 N. Charles St., where a safe was opened and $316 stolen. Gold and gold eyeglass frames were not taken by the thieves. The burglary is believed to have been committed at 9 o'clock and the building from the outside. Two iron bars were sawed through and a window opened. The safe was opened, according to the detectives by some one who evidently discov- ered the combination. The knob of the safe was broken off, but a safe expert expressed the opinion that the door was not opened through the breaking of the knob. A key was used to open the inside strong-box. Members of the McAllister firm were unable to furnish the detectives with any definite clues, it is said. The firm has been in the optical business many years.

Persons who buy jewelry on the install- ment plan are subject to criminal prosecution if they pawn or hypothecate the article and fail to pay for the jewelry, according to a ruling made by Magistrate J. H. Stanford, Central Police Court, recently. Herbert Shatzer, 23 years old, 1620 John St., was charged with "hypothecating a gold watch and chain which was purchased from Fair & Co., Charles and Saratoga Sts., under an unrecorded conditional contract of sales." D. H. Stassfort, a salesman, was entered as the complainant in the case. Investigation by the police disclosed that the jewelry was bought on March 19, 1921. A small first payment was made and subsequent payments, it is alleged, ceased. Shatzer is alleged to have sold the jewelry and ceased making any payments on the articles. Magistrate Stan- ford ruled that jewelers will receive all pos- sible protection under the law and Shatzer was held in $500 bail for action of the Grand Jury.

A Correction

In the Aug. 24th issue of THE JEWELERS' CIRCULAR, page 30, in the advertisement of Miller Bros., there appeared through an error the statement that the Supreme Court granted an injunction restraining the Main Jewelry Co., Inc., from manufacturing pearl bracelets. This gave the impression that the Main Jewelry Co. was restrained from making pearl bracelets of any kind, which is not the case. The injunction was granted to Miller Bros. on account of a certain design which was illustrated in the Aug. 24th issue.
Be the **First Jeweler in Your City**

to reap the profits of this **GORHAM SERVICE CARD SYSTEM**

**Gorham Service**

If you had the chance to talk with a man who was looking to buy a wedding or birthday present, wouldn't you?

Then you want this system, for it puts you in touch with dozens of such desirable prospects.

Every time you sell a wedding or birthday present, you put down on one of the above cards the purchaser, the article, and the occasion. Then fifty weeks later, two weeks before the anniversary comes around again, you write a personal letter to the customer, suggesting gifts for the coming anniversary. Your suggestion will come to the prospect at a time when he is considering a gift, but is yet undecided and can be easily influenced to make a purchase at your store.

Make every present you sell be the first of a long series of profits. We will give a supply of these cards to any retailer, gladly and with no strings. All we ask is that you give the plan a thorough trial by using it to build up and follow up a list of profitable customers.

*Pick up some of the dollars lying right under your hand!*

**The Gorham Interests**

**The Gorham Co.**
Providence and New York

**Wm. B. Durgin Co.**
Concord, N. H.

**Whiting Mfg. Co.**
Bridgeport, Conn.

**Wm. B. Kerr Co.**
Newark, N. J.
Let Your Slogan W\textit{ith the wind up of the convention season of the various State retail jewelers' associations, the eyes of the entire jewelry trade now turn to Buffalo, which will be the scene of the great convention of the American National Retail Jewelers' Association, which opens next week, and the officials of our various organizations and the delegates elected by the State associations are looking forward to this event as one of the most important in the history of the organization movement thus far. The program already decided on is considered the most important and most ambitious yet planned for a national convention, while the entertainment features promise to be among the most delightful that have been offered to visiting jewelers at any gathering held by the national body.

But it is not among State officials and delegates alone that the convention should excite interest. The gathering is one that should be attended by every retailer of the country who is in a position to go. This especially applies to the jewelers of the great Empire State (whose annual convention will precede the national, Sept. 12, at the same location), but, in addition, jewelers of all nearby States who can afford the time and expense to do so should not only go themselves but should, when possible, bring their wives, families and their executive employees or clerks on whom they depend to run their business. For attendance at this convention will be a liberal education to all who sit through the sessions and participate in the functions. Here they will be able to absorb ideas and suggestions on practical subjects that have been tried out by practical jewelers; here they will hear discussed the difficult problems which they will meet with in their business and learn how some of the bright minds of our craft have solved them in the past or intend to work them out in the future. The mere personal contact with their fellow jewelers from all parts of the country and exchange of ideas and thoughts that come from such association will not only broaden the minds of all who attend but will give them a better, clearer and more satisfactory idea of their business than they have ever had before. What is more, it will give them respect for their craft and an opportunity to realize the dignity of the calling in a way they could never experience by staying at home.

We are firmly convinced that no matter what the sacrifice may be the jeweler who attends the Buffalo convention will find that he gets in the way of education, enlightenment and enjoyment as a result of his four-day trip will be ever considered worth far more than the cost; in fact, the investment will long remain in his memory as one of the red-letter experiences in his career.

Let the slogan of all jewelers be "On to Buffalo." The next week should be spent in considering ways and means of attending the national conclave on the shores of Lake Erie. Don't put it up to the other fellow to represent you, but go yourself if it is possible to do so.

More Propaganda Against Gems BEFORE and during the war, our friends in London and Paris became noted here for their propensity to indulge in propaganda and it was not surprising that after the war business over the world and many of these documents apparently came from Germany was looked upon in the same light, i.e., as business propaganda instead of war propaganda. As far as information connected with the jewelry trade is concerned, there is no doubt that much of the so-called news sent out from Germany in relation to the jewelry industry was not the original work of our daily newspaper correspondents but the work of men of bureau inspired by a desire to advertise German products in the world market. Recently, as a matter of fact, there have come from German sources a number of articles of a nature that has caused many people to suspect that there is a movement in Germany to push the sale of German synthetic gems even at the expense of the sale of real gems. Even the German jewelry papers themselves have not been free of suspicion in this regard, as some of their published articles on synthetic gems that were plainly intended to hurt the market for real gems and act as a basis for propaganda that might hurt the gem markets in all sections of the world. Within the last week or so, the articles have appeared in the daily press of the United States, one in particular published in the Philadelphia Ledger, New York Times and other papers under the heading of correspondence from Berlin, being especially susceptible to suspicion in this regard.

This article, which is in the form of a corresp

CIRCULAR
Be prepared for the Fall season which begins very shortly; highest quality goods leave nothing to be desired. Calls promptly filled.

CROSS & BEGUELIN
Established 1863
Entire Third Floor
21-23 Maiden Lane New York City
D. Davidson, importer and cutter of diamonds, formerly located at 74 Lafayette St., has moved his office to 87 Nassau St.

The Lawrence C. May Co. has started in the diamond importing and mounting manufacturing business at 12 John St.

Arthur Abraham, of Abraham & Roman, diamond importers, 68 Nassau St., returned from the European diamond markets last week to board the Statia.

Archer Marotti & Bro., manufacturers of platinum jewelry, 106 Fulton St., announced last week that Augustus Boeleman is now representing the company east of Chicago.

The Deman Chain Mfg. Co., 162 W. 34th St., announced several days ago that George S. Oliver, formerly with the Edge Chain Co., is now the firm's eastern and city representative.

The business of the Watch Protector Corp. was incorporated at Albany, N.Y., last week with a capital of $10,000. The incorporators are W. Ginsberg, M. M. Geto and V. Hotzman.

It was announced last week that S. Rothschild has severed his connections with the firm of Schoengold & Rikles, manufacturers of rings, 54 Lafayette St. M. Rikles will hereafter call on the trade.

Arthur Lorach, of Albert Lorach & Co., 35 Maiden Lane, and president of the National Jewelers Board of Trade, has returned to this city after a month's stay in the Adirondack Mountains.

Last Saturday morning the window in the jewelry store of Albert L. Schiff, 514 Fulton St., Brooklyn, was smashed by a thief, who stole only a small quantity of jewelry and a few watches. Mr. Schiff moved his business only several weeks ago from 506 Fulton St. to the present increased quarters.

Hugo P. Keller, Jr., of the firm of L. H. Keller & Co., Inc., 110 Fulton St., returned last week from abroad where he had been for the past three months, accompanied by his mother, Mrs. Hugo P. Keller, and his brother. Mr. Keller went abroad for the purpose of purchasing goods and studying the conditions in England, France, Germany, Switzerland and Italy.

Many concerns in the trade are planning to close their offices on Friday, Sept. 2, evening and will not re-open until Tuesday, Sept. 6. This general shut-down of three days over Labor Day will mark the third vacation of its kind in the trade this year since Decoration Day. As it will probably be the last of its kind for 1921, employers and employees alike are looking forward to it with a great deal of pleasure.

A meeting of the creditors of Bagg & Co., manufacturing jewelers, 527 Fifth Ave., will be held at 10 o'clock on the morning of Sept. 9, at the office of Peter B. Olney, referee in bankruptcy, 68 William St. Creditors may attend this meeting at which time they will be given an opportunity to prove claims, appoint a trustee, examine the bankruptcy and transact such other business as may come before the meeting. An involuntary petition in bankruptcy was filed against this concern on Oct. 1 last.

E. G. Adler, Chicago manager of the Bonner Mfg. Co., 87 Maiden Lane, is in this city this week and will be here for about one week. He is making his headquarters at the office of the Bonner concern. The many friends of Henry Agate, treasurer of the Bonner Mfg. Co., who was recently taken ill at the Congress Hotel in Chicago, will be pleased to learn that he is rapidly recovering. Mr. Agate has returned to this city and is again at his office.

A man believed to be James Kay, who is said to be a retired jeweler of this city, is reported to have shot his landlady last Friday and then fleeing to a dock at White Stone, L. I., jumped overboard and was apparently drowned. The reported shooting took place at a house on 28th St., White Stone, where Mr. Kay had been living for about one year. Mr. Kay was a bachelor and was 62 years old. The harbor police dragged the river for the body but it could not be found.

A voluntary petition in bankruptcy was filed in the United States District Court, this city, last Thursday, by Harry Martin Appell, a jewelry salesman, 17 E. 35th St. In the schedules filed with the petition, Mr. Appell states that his liabilities, consisting entirely of unsecured claims, amount to $14,767.39. He claims to have no assets. Among the unsecured creditors whose claims amount to more than $1,000 are: Wm. Scheer, Inc., $824; F. Leon Sherp, $800; E. Margolies, $300; Premier Diamond Co., $1,000; M. H. Frank, $350; Steveson Hellimus, Inc., $250; Uebele & Son, $327; and Anna M. Loxnicky, $10,706.

The will of Jacob Dreicer, father of the late Michael Dreicer, who died on Aug. 14, 18 days after the death of his son, was filed in the Surrogate's Court last Wednesday. He gives all his personal effects to his wife, Mrs. Gitel Dreicer, of 4 E. 78th St., but left her nothing more because "her independent fortune is more than sufficient for her needs." Mr. Dreicer gave his property at Cedarhurst, L. I., to his daughters, Mrs. Frances Davidson and Mrs. Mamie Lasar, and divided the residue between them and a third daughter, Mrs. Regina Sternbach, and the sons of Michael Dreicer, James and Donald Dreicer.

George Brandon, who was sent to the electric chair in New Jersey last week, was serving a term in Sing Sing Prison for robbing the jewelry store of Armin Hohlinger, 216 Third Ave., when he was sent to New Jersey on the charge of killing a man and woman at Perth Amboy, N. J. Brandon, who was also known as "Lambie," with another man and a woman, were arrested following a daring robbery at the Hollinger store in November, 1919. The wife of the convicted man endeavored to obtain a respite for her husband on the grounds that she had new and important evidence, but Governor Edwards refused to intervene.

A special meeting of the Bronx Retail Jewelers' Association has been called for Tuesday evening, Sept. 5, at Hunts' Point Palace, South River Blvd. and 16th St. According to the announcement made by President Koransky the meeting will be of great importance and vital interest to the retail jewelers of the city and vicinity. The meeting will be called to order at 8 p.m. and will be addressed by Congressman Albert B. Rossdale, of the 23rd District, New York. He will tell the jewelers what has been done and is being done to reduce the jewelers' revenue tax. Every jeweler in this vicinity, whether a member or not, is invited to attend this meeting.

The Gorham table was awarded first prize, a silver medal, for the most beautifully decorated table at the annual mid-summer exhibition of the North Shore Horticultural Society, at Manchester-by-the-Sea, August 23. Eight decorated dinner tables competed for medals offered in two classes, commercial houses being excluded from competition in all but one group. The Gorham table was covered with cloth of embroidered linen and lace and laid with a sterling silver service. A silver centerpiece nearly two feet in diameter held a graceful arrangement of pink and lavender asters combined with daisies. Attached to the place cards were ribbons in the chosen colors were tiny bags of tulle filled with rice. The candles also carried out the pink and lavender motif. The table was arranged by Miss Marjorie Judy of New York, and attracted marked attention. It was entered in the exhibit at the request of members of the Horticultural Society.

A number of Bronx retail jewelers are planning to attend the annual convention of the American National Retail Jewelers' Association to be held in Buffalo next month. The party will leave for the convention city on Friday, Sept. 9, and will travel all the way by automobiles. The delegation will make their headquarters at the Hotel Lafayette, Buffalo, and will be in charge of M. Koransky, president of the Bronx Retail Jewelers' Association, ex-President H. Falkenstein, Vice-president W. Schneiderman and A. J. Bluming, A. Landau and C. Chamelian of the executive committee. All those wishing to join this party should (Continued on page 117)
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Broadway and 61st St.
Jas. V. Boise, Mgr.
Lexington Ave. and 86th St.
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I. Baum, diamond setter has moved his business to room 316 in the building at 106 Fulton St.

David Charak, of Charak & Binder, diamond importers, 93 Nassau St., is returning Sept. 20 on the Olympic after a four months' successful stay in the European diamond markets.

The Standard Jewelry Co., 655 Fifth Ave., has made application to the Patent office, Washington, D. C., for patent letters covering jewelry slides. The patent was applied for on Aug. 13.

Benjamin F. Hirsch has severed his connections with Schlesinger & Krauss, manufacturers of gold earrings, 24 Dey St. The firm is now represented in the middlewest by I. S. Richter, who has his headquarters in the Heyworth building, Chicago.

J. A. Richter, Newport News, Va., who has been visiting New York the past week, returned home Saturday. Mr. Richter has been buying for the new store which he is opening in that city at 241 Jefferson Ave., in addition to the one he has conducted for the past four years at 2901 Washington Ave. While in New York Mr. Richter called at the office of THE JEWELERS' CIRCULAR.

Platinum in all its forms experienced a slight jump last week and up to the time THE JEWELERS' CIRCULAR had gone to press this increase was still being maintained. The average increase only amounted to $3 per ounce, on Monday afternoon the soft metal was quoted at $25 an ounce while platinum containing five per cent iridium was demanding $86 an ounce. Platinum containing 10 per cent iridium was selling at $96 an ounce.

Owing to the absence from the city of George H. Coon, chief assayer at the United States assay office, the trials of the jewelers arrested in the campaign to wipe out violators of the stamp act, being conducted by the Good and Welfare Committee of the National Jewelers Board of Trade and other organizations in the industry, have been adjourned until Mr. Coonings returns. A large number of cases will be tried during the coming month.

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Pacific Northwest

M. M. Cohen, Spokane, has just returned from a trip through Washington and Oregon.

Victor Moore, manager of the Spokane branch of the Norris-Allister, Ball Co., is making a trip through northeastern Washington, Idaho and Montana, calling upon his customers.

N. J. Silberstein, formerly connected with Mr. Holsman under the firm name of the Holsman Jewelry Co., with quarters at 408 Riverside St., Spokane, Wash., has now opened up new quarters at 504 Main Ave. under the new name of "Nate's Jewelry Shop." F. McArdle, formerly of Montana, has opened new quarters at 311½ Riverside Ave., Spokane, Wash., under the name of "F. McArdle Agate Shop." Mr. McArdle will retail and wholesale Montana agate jewelry with 47½ without mountings. He is also equipped to do all kinds of stone cutting.

J. G. Granger, formerly in the jewelry business at Central Station, Vancouver, but who has lately been making the "Grangers Universal Escapement Gauge" by hand, now has a stock of these gauges and is touring by auto through Oregon and California, calling on the trade en route. Mr. Granger expects to locate permanently in either Oregon or California.

P. A. Cody has returned from a trip to the Pacific Coast in the interest of the B. M. Stanley, Jr., Co., manufacturing jewelers, Governor and Vine Sts. He reports business better in the far west than it is in the east.

C. J. Bioren, Bioren Bros., manufacturing jewelers, 226 Beecher St., is visiting the trade in Boston and other New England points this week in the interest of his concern.

Among the courses which the Young Men's Christian Association is offering in its educational department for the coming year are salesmanship, foremanship, mechanical drawing and applied mathematics.

William J. Allopp has returned from a trip through the New England States in the interest of his company, Allopp & Son, Inc., manufacturing jewelers, 475 Washington St. He reports a slight improvement in business in this field.

Oscar Brod is visiting the trade in California in the interest of his firm, Brod & Co., manufacturing jewelers, 26 Beecher St. Herbert Brod is on a trip through the mid- west for the same concern, and N. K. Rothschild is visiting the trade in Philadelphia, Baltimore and Washington.

Two men were burned, one seriously, when boiling water splashed over them as they were pouring a quantity of copper into a strainer at the Irvington Smelting & Refining Works, 374 Nye Ave., Irvington. George Apple, of 555 Ferry St., Newark, was the most seriously burned. Emanuel T. Fernandez, of 110 Browne St., Newark, was slightly burned. The stranger asked if it was insured, and when told that it was, he told Mr. Freedman not to report it for a day or two. That would give him a chance to dispose of it, he said, and point the blame at Mr. Freedman's insurance. Mr. Freedman could not trace the call.

The Lumer Jewelry Co., has been chartered in the office of the Secretary of State with a capitalization of $75,000 which is composed of 750 shares at $100 per share, while the incorporators and the number of shares held by each are Alvin Lewis, 25; Michael S. Precker, 25, and Manassah Mendelsohn, 2, all of Newark.

Samuel Speiger, brother of Morris Speiger, the latter proprietor of a jewelry store at 286 Market St., recently frightened away two men who attempted a daylight robbery, by thrusting a revolver at them. According to Samuel Speiger's story to the police, the men entered the store at about 9 o'clock when he was in charge of the establishment. One of the men stuck a revolver in his face and told him to throw up his hands. Instead he grabbed a revolver and pointed it at them when they ran. The men, he said, were roughly dressed.

It is now expected that there will be at least 25 jewelers in the New Jersey delegation to the annual convention of the American National Retail Jewelers' Association at Buffalo. Many have already definitely expressed their intention of going. The New Jersey delegates will wear hats bands of the State colors—blue and white. The background will be blue and upon it in white letters will be the words "New Jersey." Word has been received by Jean R. Jack, president of the New York Retail Jewelers' Association, that full fare must be paid by the delegates on the train coming to Buffalo. If the total number of delegates at the convention numbers 350 or more a half-fare rate will be granted on the return trip. The Hotel Lafayette will be the headquarters of the New Jersey delegation.

Gruet, Walz & Co., 31 Clinton St., this city, with Frederick Herrigel, Jr., as agent, has been chartered in the office of the Secretary of State to manufacture, buy, sell, deal with, market and prepare for market goods, wares and merchandise, but, particularly, articles made of silver and gold and novelties of all kinds, as well as to carry on the business of manufacturing, producing, preparing, casting, moulding, spinning, shaping and polishing of all articles, products or by-products of which silver, gold, platinum and other metals and substances are parts, component or otherwise connected therewith. The concern has a capitalization of $25,000 which is composed of 250 shares at about $100 per share, while the incorporators and the number of shares held by each are Frederick C. Gruet, 10; John Walz, 10, and Charles Lampert, 10, all of Newark.
The Fundamental Reasons

Why The Keystone Publishing Company Was Held An Infringer

and enjoined from pirating from "Trade Marks of the Jewelry and Kindred Trades" published by The Jewelers' Circular Publishing Company, and also ORDERED BY THE COURT TO RECALL copies of the "Jewelers' Index" already circulated.

This case was in no sense decided upon a legal technicality, but upon the broad grounds of the right of a copyright proprietor to have the results of his original conception and labor protected against piracy.

The following are excerpts from the opinions, in the above litigation, of Hon. E. Henry Lacombe as Special Master (formerly Judge of the United States Circuit Court of Appeals) and Hon. Learned Hand, Judge of United States District Court for the Southern District of New York:

"From what has been set forth above and what is found in the Appendix the conclusion is reached that down to March 26, 1920, there had been no real effort to collect, at its source, the trade mark information necessary for an Index such as defendant's. That to collect such information at first hand by independent and persistent inquiry of the owners of the marks would have involved much time and trouble on the part of those selected to collect it and that, when collected in the form in which it existed at the source, much of it would require still more time and trouble to put it in such shape that individual designs could be transferred to the surface of the metal plate. Such work had been done in the preparation of plaintiff's book. The first real independent effort of defendant, at the common source of information, was to exhibit the result of plaintiff's work and in substance to ask if such result was correct. An affirmative answer would enable defendant to prepare its cut, without the doing of a substantial amount of work, which plaintiff had done. This brings the case within the rule laid down in List Pub. Co. vs. Keller, supra, that the subsequent compiler 'is not at liberty to copy any part, however small, of a previous directory, to save himself the trouble of collecting the materials from original sources.'"

(E. Henry Lacombe, Special Master)

"The plaintiff is the publisher of the periodical of the jewelry trade known as 'The Jewelers' Circular,' which in 1915 published and copyrighted a third edition. This book contained the names and addresses of jewelers classified under different heads, arranged alphabetically, and opposite the name of each jeweler appeared the trade names and trade marks used by him. It was the result of considerable past labor and was sold in large quantities to the trade at five dollars a volume. The information contained in it had been obtained by direct inquiry from the jewelers, and the illustrations of the trade marks were printed from cuts generally prepared by the plaintiff personally. In some cases the trade mark owner would himself send an illustration printed upon his stationery in such form that it could be photographically transferred to the surface of a cut which could be directly used in printing, but this was rare. Usually the plaintiff got either a sketch, or the impression of a die upon metal or paper. In such cases a drawing of the sketch or impression must be made by a draughtsman, which should be suitable for photographic transfer, and a cut was made from which the printing could be done.

"The defendant, in October, 1920, made up a book called 'The Jewelers' Index,' in several sections, one, the trade mark section, of eighty-eight pages, answering the same purposes as the plaintiff's and containing the same information. In preparing this section, after some preliminary and ineffectual inquiries, which are not necessary to mention here, the defendant sent to each jeweler whose name it proposed to insert in the 'index,' a letter asking him to send 'a cut of enclosed trade mark of yours, also cut of any other trade marks you are now using. * * * Along with this letter and fastened thereto, was a printed illustration of the trade marks which were supposed to belong to the jeweler in question and these were clipped direct from the plaintiff's book.

"I think that the plaintiff's book is clearly a Directory or an 'other compilation,' and as such it falls within section 5 (a) of the Copyright Act. Under Section 6 it is not necessary in such cases that the matter compiled should itself be copyrighted; it may be in the public domain. Therefore, it is altogether immaterial that the trade marks themselves could not be copyrighted, or whether Section 3 of Chapter 301 of the Laws of 1874 still remains in force."

(Learned Hand, District Judge)

NOTE: The words underscored do not appear in heavy face type nor are they underscored in the originals.

These two opinions are in line with many other decisions of the courts that one is entitled to the protection of one's own property and the result of one's own labor.
**THE JEWELERS' CIRCULAR**

**Lancaster, Pa.**

George B. Algard, of the Lancaster Engraving Co., and Miss Ida M. Parker were married recently.

Miss Marie A. Weaver, an engraver for R. W. Wehrle & Co., at Hagerstown, Md., visited Lancaster last week.

Henry Place, late a watchmaker for Eugene H. Keller, has gone to York to take a position with Kranich Bros., jewelers.

Miss Elizabeth English, of the sales force of Louis Wehrle & Son, spent last week on a holiday trip down the Chesapeake Bay.

The Summer holiday season being over, the Lancaster Optometrical Society will resume its meetings on the first Monday in September.

A. L. Hibbard, jeweler, of Newbern, N. C., and wife, who was Miss Celia Kirchner, of Lancaster, have been visiting her parents in Lancaster.

William E. Maraden, a jeweler, of Nesquehoning, Pa., was a delegate to the State Camp, F. O. S. of A. last week. He paid a visit to the Bowman Technical School and the Hamilton watch factory.

Aug. 23 was Sales Day for Lancaster, 84 stores participating in the drive and all had space set aside. The drive has reported as being a big success. It was the first affair of the kind held here. Even the jewelers were in it.

B. Willis Moyer, with the Non-Retailing Co., and Paul Ryder, left last week for Lake Tomagami, Can., where they will camp for a month. Miss Mary Etter, of the Non-Retailing Co.'s staff, has returned from a two weeks' sojourn spent at Mt. Gretna and Hershey, Pa.

J. Harvey Myers, Jersey Shore, Pa., with his wife and son last week motored to Lancaster, where the son entered the Bowman Technical School as a student. W. C. Parker, of Norfolk, a vocational student, has taken a position with the Sulphur Jewelry Co., Florence, S. C.

Early last week the vocational students of the Bowman Technical School, Stevens Industrial School, Lancaster, and Pennsylvania Business Colleges and those training at baseball in the industrial plants of Lancaster city and country held a picnic at Hershey Park, Hershey, Pa. Nearly 200 students and their friends were present. Daniel Espe, of the Bowman Technical, had an eye severely injured by being hit by a baseball.

**Oklahoma City.**

C. R. Armstrong has purchased the jewelry store of L. E. Fouquet.

B. Little works in the Oklahoma City during the past week doing his Fall buying.

Edward Rubin, of the Rubin Jewelry Co., is recovering from a serious operation.

S. W. Knapp, of the Rosenfield Jewelry Co., has just returned from a vacation at Colorado Springs.

J. H. Hines, formerly a jeweler at Jenks, has closed out his jewelry store and is now located at Wynona.

H. Levy, of Levy's Diamond Shop, Ardmore, Okla., left for Kansas City for a short vacation. He is accompanied by his two daughters.

Mr. and Mrs. C. C. Heldinger, formerly of the Slick Jewelry Co., Slick, Okla., were in the city Wednesday. They are looking for a new location.

A. D. Singer, salesman for the Paramount Jewelry Co., just returned from the road to replenish his stock. He reports business being good.

Mrs. Joseph Younman of the Sterling Jewelry Shop, just returned from a few weeks' vacation which she spent in Haileyville, Okla. She was accompanied by her two daughters.

Among the travelers in the city this week were: John E. Tetlow, of Parks Bros. & Rogers, Providence, R. I.; Leo D. Rothschild, of Rothschild Ring Co., Holobek, N. D.; Milton M. Niles, of the Niles Jewelry Co., Inc., New York; Martin Selig, of J. Gottlieb.
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BEFORE ordering elsewhere, or, better still, don't delay your order—send it on to us, and you will be charged the low price prevailing at the time order is shipped.

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THE C.&E. MARSHALL CO.

DETROIT, MICH. CHICAGO COLUMBUS, O.

A GREATER VALUE — A GREATER SERVICE

JEWELERS' SUPPLIES
Chicago Notes.

Adolph Weiss, of Heinrich, Hermann & Weiss, returned recently from a business trip to New York.

Emil Noel left last week with a party of friends for a visit to Three Lakes, Wis., where he will fish and rest.

H. M. Brod, of Brod & Co., left last week for his southern territory which he expects to cover in about three weeks.

E. A. Moore, of the Simmons Chain Co., left last week for a six weeks' trip through his southern and western territory.

M. Koopman, Stewart building, accompanied by his wife, returned last week from a three weeks' tour through Michigan.

A. R. Erskine, of the George T. Brodnax Co., Memphis, Tenn., is spending a few weeks in Chicago preparing a catalog.

M. Hirsch, representing I. Levinson & Co., New York, spent a few days in Chicago last week visiting the trade en route home from the east.

Louis Federman, of the Shimian-Miller Mfg. Co., and successor to Louis Finch, arrived in Chicago last week and is visiting the trade.

J. C. Howard, of J. C. Howard & Co., is spending a couple of weeks in southern Wisconsin, fishing, and he reports that fishing is good.

W. H. Cooper, of S. H. Claassen & Co., Minneapolis, spent a few days in Chicago last week visiting friends en route home from the east.

William E. Mueller, 802 Stewart building, returned last week with his family from a stay at Goldfield, Col., where they were visiting relatives.

Paul W. E. Wittstein, Heyworth building, left last week for a three weeks' trip through Michigan, where he will combine business and pleasure.

H. J. Bouchard, of the Bouchard, Longden & Celier Co., left last week for a business trip through Wisconsin and expects to be gone for about 10 days.

Robert Riepeing, 1104 Heyworth building, left last week for his old home at Fond-du-Lac, Wis., where he will visit with relatives and rest for about 10 days.

L. J. Murphy, of the Ballou Mfg. Co., Silversmith building, is back on the job again after spending the past three months in the east resting and visiting.

John M. Tuttle, silverware buyer for Miller & Paine, Lincoln, Neb., spent the past week in Chicago visiting the markets, and renewing his acquaintances here.

Charles E. Howes, Chicago manager for the E. L. Logee Co., returned last week from the northern part of Wisconsin, loaded down with some very fine "wallyed pike."

Arthur Lundyquist, of the George H. Fuller & Son Co., got tired of cooking his own meals and left last week for Green Lake, Wis., to meet his wife and bring her home.

Louis Epstein, representing I. Schwartz, returned after a restful western trip. He will remain in Chicago only for a few days before starting for his Michigan territory.

Clarence H. Woods, of the C. & E. Marshall Co., is again back on the job after spending a fortnight gadding around the country golfing and visiting with many of his old time friends.

A. Cain, transfer of the Clarke Jewelry Co., West Madison, accompanied by his family, left recently for the White Mountains in New Hampshire, and will be gone until the end of October.

Frank S. Crossin, representing the T. I. Smith Co., and Swift & Fisher, left recently for the east and will work his way back to his western territory. He will be gone for about six weeks.

August Johnson, of the Johnson Pen Co., will make a 10-day trip through Wisconsin, starting Sept. 1, on business for his firm, and also representing the Chandler Jewelry Co., of which he is manager.

J. H. Malone, of May & Malone, left last week with his family to motor to Windsor, Can., to attend a family reunion. He will be gone for a few weeks, and expects to stop in Michigan on his return.

Carl L. Toelcke, of the Master Jewelry Co., 57 E. Jackson Blvd., left recently on an auto trip along the Mississippi River. He is an expert photographer and expects to bring back pictures of rare views.

Morris S. Wasserman, of Tulsa, Okla., who recently sold out his interests to A. Y. Bowswell, arrived in Chicago last week via motor. He expects to remain here for an indefinite time, visiting relatives and friends.

Adolph Ott, jewelry buyer for Morris, Mann & Reilly, left last week for New York, where he will board the Aquitania and sail for Europe to visit the foreign markets. He expects to return in about three months.

Sol Hess, of Pettig, Hess & Madsen, and Sidney Smith left last week for a 10 days' business and pleasure trip to New York, but before leaving the famous cartoonists saw that "Comics" were well taken care of during their absence.

The Chandler Jewelry Co., manufacturers of Masonic emblems, 36 W. Randolph St., will have catalogues ready about the middle of September. George A. Chandler left on a trip to Cincinnati Aug. 27 for a few days' stay and to place orders for holiday merchandise.

Frank Barbarksi, of Barbarski Bros., Stewart building, suprised his many friends last week by announcing his marriage to Miss Martha Beckman, on Aug. 27. The happy couple are now on a honeymoon in Wisconsin, but expect to be gone only a short time, as Mr. Barbarski must get back to the bench to look after business.

A. J. Lanzon, who represents the C. & E. Marshall Co., in northern Michigan, returned last week from his initial trip for this firm, and spent a few days at the Chicago office before starting back on his territory. Mr. Lanzon formerly was connected with Jacob Siegel, Detroit, and prior to that traveled for Chicago material houses.

Joseph Block, of the Block-Weinfeld Co., left last week for a three weeks' trip through Missouri and Kansas. Gus Weinfeld, of the same firm, is now making his trip through Minnesota, Wisconsin and the Dakotas, and will be gone for about seven weeks. Harry Lossau, who represents the house through Iowa, left for a trip through his territory and B. J. Drach is on a trip through Illinois.

M. Greenwald and M. Zusman have recently opened an office and shop on the ninth floor of the Reliance building and will be known as the Temple Jewelry Co. They will do setting, job and special work for the trade. Mr. Greenwald formerly was connected with the Mueller-Michael Co. and Mr. Zusman, although well known in the jewelry business, has been out of the manufacturing end of it for many years.

An involuntary petition of bankruptcy was filed last week against the Maiden Lane Jewelry Co., 1446 Milwaukee Ave., on behalf of three local creditors. The liabilities are placed at about $52,000 and the assets about $25,000. The Central Trust Co. has been appointed receiver. The attorney for the bankrupt indicates that a composition settlement of 25 per cent. will be offered. There is a great deal of comment in the trade on account of this concern wanting to buy goods and seeking credit in new quarters. There is also a comment that the goods that were delivered a few days before the petition was filed were not in the store when the receiver took charge.

Samuel L. Adelsdorf, of Goldsmith Bros., returned from a two weeks' stay at Eagle (Continued on page 122)
Chicago Notes.
(Continued from page 121)

River, Wis., where he has been fishing and resting.
H. S. Slavin, Mallers building, left last week for New York and will be gone for about 10 days.
Miss Ada Hill, buyer of novelties for Mandel Bros., left recently to visit the eastern markets.
S. C. Lund, secretary of A. C. Becken & Co., returned recently from a motor tour through Iowa.
Atz Bros., Heyworth building, are rearranging their office, to take care of their mail order business.
H. F. Hillman, of the Towle Mfg. Co., is passing several weeks at Bass Lake, Mich., with his family.
P. C. Nelson, of the Nelson-Spencer Co., left recently for a two months' business trip through the south.
W. W. Beckman, of Joseph Fahys & Co., returned from a short stay at Cincinnati in charge of his mail order business.
Alvin Silver Co., left last week for Colorado to visit his wife, where he will fish until the middle of September.
Miss Ada Hill, buyer of novelties for Mandel Bros., returned last week from Cincinnati to call on the trade.
Geo. E. Fahys, president of Joseph Fahys & Co., motored to Cleveland recently with Miss Ada Hill, buyer of novelties for Mandel Bros., to visit his wife, where he will fish until the middle of September.
W. E. Ruthhart, of the Norris, Alister-Ball Co., left last week to visit the Norris jewelry. Where he will fish until the middle of September.
C. K. Spencer, of the Rhodes-Spencer Co., left last week to motor with a party of friends to the woods of northern Wisconsin, where he will fish until the middle of September.
W. E. Ruthhart, of the Norris, Alister-Ball Co., left last week to join his family who have been spending the Summer in Canada. He will be gone about three weeks.
A. S. True, Columbus building, accompanied by his wife, is spending a few days here.

THE JEWELERS' CIRCULAR

August 31, 1921.

W. E. Ruthhart, of the Norris, Alister-Ball Co., and the Alvin Silver Co., accompanied by Mrs. Pierse, left last week for Galien, Mich., to visit relatives. He expects to return in early September.

C. K. Spencer, of the Rhodes-Spencer Co., left last week to motor with a party of friends to the woods of northern Wisconsin, where he will fish until the middle of September.

A. S. True, Columbus building, accompanied by his wife, is at Channel Lake, Ill., where he will remain until after Labor Day, when he will put his launch away for the season.

P. Girad, Grand Forks, N. Dak., accompanied by Mrs. Girad, spent the past week in Chicago visiting with friends en route home from Europe, after visiting the battlefields.

Word reached Chicago last week of the sudden death of C. B. Laub, Cresco, la. Arrangements are being made to continue the business as soon as a suitable manager can be found.

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THE JEWELERS' CIRCULAR

Cleveland, O.

TRADE CONDITIONS

Marked improvement in jewelry demand by the trade has followed immediately the associated closing of costly locations in these parts. This is the expression of opinion of leading jobbing factors here. In a few instances larger orders than usual were here. In a few instances larger orders than usual were here. No hesitation in placing new orders now out of stock. Repertoire is being sent in orders daily from virtually every location visited, and the bulk of business is being booked for the new season. Jobbers here have stocked early, and this probably accounts for the good business being closed, to some extent, at least, according to information here.

Miss Florence Turner, of Roberts & Co., has returned from a sojourn at Cedar Point.

George W. Umstead is planning to open up a new retail location in the Market House, Detroit Ave. and W. 65th St.

A. T. Hubbard, head of the Cowell & Hubbard Co., is spending two weeks with the Boy Scouts in camp in Kansas.

Jack Levin, of L. Heller & Son, Inc., New York, is in Cleveland another unique way, for which he is already known. This time he has had reissued a month from the calendar, marked the date, and drawn a line through it from top to bottom.

Customs inspectors allege they have apprehended a Cleveland man in Chicago, where he is charged with smuggling $500 in diamonds out of his country from Antwerp, Belgium. The smuggling was done, they assert, by the use of extra long trousers' pockets, which reached to the knees of the wearer.

Leading jewelry houses have joined with other merchants of Cleveland in appealing to Senator Atlee Pomerene, Canton, to vote against the Fordney general tariff act. Objection was made to the American valuation feature of the bill. The members signing the message asserted that passage of the act will simply react upon the people of the community by higher prices, and compel the continuation of high prices on much merchandise.

Following the precepts of their betters, the members of the Cleveland band of the American Federation of Labor are observing economy. Instead of using automobiles they are coming down to town in trolley cars.

The week of Aug.'15 the Kansas City Wholesale Market received a telegram from the Jewelers' War Tax Committee urging immediate action be taken toward advising Congress the attitude of the jewelers on the proposed tax revision. Fred Sands, secretary of the Kansas City Wholesale Association, immediately started to work, and before night "Square Head" postals were printed and sent to every retailer, wholesaler and manufacturer of jewelry in Kansas City territory, with the result that 100 or more telegrams were sent to Senators and Congressmen regarding their views on the tax revision act. Through these telegrams it came to light that many jewelers are confusing the "Luxury Tax" with the "Excise Tax." The jewelers are now paying on sales to the consumers.
Clifford Winkler of the silverware department of Lipman, Wolfe & Co., Ore., has spent the past week in the city, buying. Jess King is paying a flying trip to Seattle and Portland, where, according to all reports, business is showing a decided improvement.

Leo Kirchhoff, who is with the Pearl & Diamond Shop, Long Beach, Cal., is paying his first visit to San Francisco, having motored up with friends.

J. H. Spiro and Charles Weber, his assistants, have returned from a successful trip to southern California. Mr. Spiro left for the Pacific northwest.

Joseph R. Brilliant, of the Joseph R. Brilliant Jewelry Co., is spending a week at Santa Cruz. He intends to return to Los Angeles in November.

Edward Bastheim is preparing to take a motor trip north, taking his family with him.

Myers has just returned from the Yosemite Valley, where he enjoyed a rest.

San Francisco wholesale jewelry firms have been entertaining a great many factory salesmen lately. These travelers seem to appreciate the cool Summer climate of the Bay region.

Eastern traveling men here are: Al Nathan of Henry Backschopf, New York; Mr. Kramer, representing Power & Mayer, New York. Several others have left for the northwest during the past few days.

S. H. Friend, 704 Market St., wired his intention of arriving in New York on Aug. 26, from the European diamond markets. Miss Frances Friend is returning with her father, to continue her studies at the State University.

George W. Hopkins, representing H. J. Goetoe & Co., jewelers' building, is sending in good reports from Sacramento and Stockton. This firm is showing a new line of painted glass vases, made by the Hendel Glass Factory in America, at Manheim, Lancaster county, Pa.

A Makower, retail jeweler, 2484 Mission St., has his window broken, after two men walked into his store and after drawing revolvers demanded all the money in the store. Mr. Makower has retired from business on account of ill health.

Leslie V. Brown, of the silverware department of S. Nordlinger & Sons, has returned from Santa Barbara, where he purchased in the recent sales of C. S. Douglas of the silver jewelry department of the same house is now away.

Edward Bastheim is preparing to take a motor trip north, taking his family with him.

William Lake, representing the Pennant Supply Corporation, is here on business for his concern.

J. D. Bridges, of the Los Angeles office of the International Silver Co., is about to start for El Paso, Tex.

C. D. Davidson Co., has returned from an auto trip to Lake Tahoe and the Yosemite Park. He was accompanied by his wife.

Larry Bagdade, of the Broadway Jewelry Co., at 542 S. Broadway, has returned from a successful business trip to San Diego.

San Jose; A. G. Prouty, Napa, accompanied by Mrs. Prouty; Frank A. Conant and Mrs. Conant, Santa Barbara and C. J. Noack, Sacramento; V. R. Wilson, Coquille, Ore., is also visiting the trade.

As an instance of the interest aroused by the recent wedding of Miss Leonore Marquis, to Bernard Wolff, it may be stated that William Davidson cut short his recent buying trip east in order to be present. The bride is the daughter of M. M. Morris, retired diamond merchant of this city. The ceremony took place in the Fairmount Hotel. Many jewelers were amongst the 200 guests present, one of them being M. M. Lichtenstein, uncle of the bride, who is a leading jeweler of Bakersfield, Cal.

C. B. Vallee, the W. C. Lean Co., of Meriden, Conn., has spent the past week in the city, buying.

Dave Brown, representing the Omega Watch Co., at 238 E. 5th St., reported last week that two men walked into his store and after drawing revolvers demanded all the money he had. He shouted for help and the men fled. A young man, 20 years of age, was arrested by pedestrians who pursued him and alleged that he was one of the would-be bandits who ran from the store.

Early on the morning of Aug. 18 burglars broke into the store of L. G. Matlock, 3902 E. 1st St., gathered up practically the whole stock, comprising jewelers, silverware, and cut-glass, loaded it into an automobile and made their escape. They gained entrance by cutting the screen and glass panel in a rear door. They left clearly defined finger-prints on the showcase. So far as known these are the only clue by which the robbers may possibly be identified.

A tiny glass sugar bowl, hardly large enough to fill a man's coat pocket, was sold recently at a sale in York, Pa., for $250. It was formerly the property of Miss Sarah Smyser, whose family owned it many years. The record price paid was due to the fact that the bowl was the product of the first glass factory in America, at Manheim, Lancaster county, Pa.
The Milwaukee Admiralty Park and the Punch Bowl, July 24.

Fred Ostervald, of the New York office of the Bunde & Upmeyer Co., Milwaukee, has been visiting in this city for a few days on a business trip.

George Rank, of the Rank & Motteram Co., has returned from his vacation. Mr. Rank spent part of the time making an automobile trip to the Dells of Wisconsin and other points of interest.

New display windows in the jewelry store of Estberg & Sons, Waukesha, have added materially to the appearance of the establishment. The improvement has also provided better display facilities for the stock featured by this firm.

The Advisory Board of the Milwaukee Jewelers' Club will hold its next meeting at the Atlantic Club on Sept. 19. Various matters will be taken up at this time, including plans and details for the cooperative advertising campaign which will undoubtedly be continued this Fall and Winter owing to the great success of the plan in the past.

Increased business was reported by merchants at Wausau on "Dollar Day," an event which is becoming more and more popular each successive time. Merchants offered much valuable merchandise at low figures, with the idea of stimulating trade. Newspaper advertising is changing the methods of buying, according to a retailer.

Monthly meetings of the Milwaukee Jewelers' Club will be resumed in September after an intermission during July and August. Meetings will again be held at the Blatz Hotel on Wednesday evenings. Henry J. Oberst is secretary of the local organization. Details of the program for the September meeting are not yet available.

Gun Club activities are a hobby with Herman Hammersmith, jeweler at 326 Grand Ave., who is secretary of the Milwaukee Gun Club and one of the active members of the organization since its inception. During the present season Mr. Hammersmith has taken part in many shooting events, winning honors as an expert marksman.

One of the most elaborate as well as interesting social functions of the season at Sheboygan, Wis., was the marriage of Miss Josephine Pister, daughter of Mr. and Mrs. W. A. Pister, to Lester M. Wolf, both of Sheboygan. The bride is the daughter of a prominent jeweler of that city. The ceremony was performed in the Holy Name Church. After a wedding breakfast at the home of the bride's parents, the young couple departed on their honeymoon which they are spending at Long Lake in northern Wisconsin.

Milwaukee jewelers have found a way of overcoming the objection to Daylight Saving by wearers of watches, by the use of two hour hands. The regular hour hand denotes the standard time, while a red colored hour hand is attached to denote Daylight Saving time. Although the idea has not been adopted here generally, such a watch was shown by a traveling man visiting Milwaukee and met with favor as an idea that can be put to practical use. The use of the red hand is particularly adapted to the traveling public which meets with changed regulations in various cities.

Henry Lane, alias "George Lang" alias "George Jones," captured after the attempted robbery of the jewelry store of F. C. Buege, 2706 Libbey Ave., and the suicide of his partner in crime, entered a plea of not guilty when arraigned in District Court. He was bound over to Municipal Court in $10,000 bail for trial. The dead bandit was identified with reasonable certainty as Robert Cage, Leslie, Miss., a conscientious objector stationed at Camp Grant, Rockford, Ill., during the war.

The office force at Cohn, Hahn & Newsted's surprised John Gerwin, central west representative, last week, when they called at his new home on Michigan Ave. Mr. and Mrs. Gerwin were made the recipients of a handsome silver service following the spread.

Hereafter when Cincinnatians meet "Bill" Kellar, proprietor of the S. E. Barlow jewelry store, Georgetown, Ky., they will greet him as Colonel, inasmuch as Governor Edwin Morrow, of Kentucky, has just appointed the popular jeweler to a position upon the Governor's staff.

Pacific Coast Notes

Frank W. Preston, Pasadena, Cal., has given notice of the sale of his jewelry store. George B. Capp, Los Angeles, Cal., recently published a notice of the sale of his business.

E. L. Gard, jeweler, Dayton, Wash., has been purchasing his Fall jewelry stock in Portland, Ore.

Louis Maetin Maaland, well-known jeweler of Deer Lodge, Mont., has been admitted to citizenship.

Harry Reader, of the Shamrock Jewelry Co., Taft, Cal., has been conducting an auction of the stock of the Fellows store, operated by him.

Henry Laughlin, Powell, Wy., has decided to open a jewelry store at Park City, Mont. He has had 30 years' experience in the jewelry repair business.

Louis Feldenheimer, a resident of Portland, Ore., 28 years ago, is visiting his old home from New York city, where he is now a diamond and pearl dealer. He is enthusiastic regarding the Columbia River highway, over which he has been taken by his brothers, Albert and Charles, of A. & C. Feldenheimer, jewelers, Portland, whom he is visiting.
Stocking a popular pen like the "SWAN" Fountpen opens the avenue to bigger profits in your pen department. Its many attractive features will please your customers; the profits it offers will please you.

Write for further information
That this department shall prove mutually ben- eficial to our readers, it is desirable that the mem- bers of the trade generally communicate with the Jewelers' Circular regarding any advantageous device or plan which they are utilizing in connection with their business.

Stock Keeping System for Small Stocks

Written Expressly for The Jewelers' Circular by A. E. Edgar

A stock keeping system suitable for small stocks, or departments, should be extremely simple in its methods of taking care of the different transactions, from the time the order is given until the sale is made.

The stock keeping system we are about to describe can be used to take care of every item in the stock upon the one form. A system similar to this has actually been tried out with very satisfactory results, proving its workability.

A stock keeping system should not only be simple to the understanding, but it should be possible to prove its accuracy. It should not only take care of the stocks as they are purchased, but it should be elastic enough to expand or contract as the need arises. Being of the loose leaf style of form it is possible to keep the active sheets in the regular binder, while the sheets that become inactive or are superseded may be filed away for reference.

A description of the form and the method of using the different columns will indicate the system to be followed in installing and keeping up-to-date this stockkeeping system.

The sheets should be printed with the same form on both sides. If this is done the sheets should be of such a size that start with "OO" and go on up to as many thousands as necessary to take care of the stock, the lines being numbered in consecutive order, forever, if necessary. That is, it is not advisable to start with "OO" each year. If after some years the size of the numbers become unwieldy it is possible to make a fresh start at the time of any new inventory, allowing the older numbers to stand, as they, being so much larger than the new will not conflict with each other.

There are some advantages to numbering stock in this manner. First, by keeping tab on the numbers for each half-year or year, it is possible to tell from the stock number on the price tag the time when the stock was purchased. The smaller the number the older the stock. This has advantages in advising the jeweler which piece to force, or to sell first.

Second, the ease with which the stock sheet can be found is obvious. Particularly when we number the sheets in the following manner. The first sheet we number "O," the second sheet is numbered "1," the next following "2," and so on, as in paging a book, except that both sides of the leaf are given the same number. If we have the stock number "789" we look up the sheet number "7" and the stock will be recorded on line "39," which being under "50" we know is to be found on the right hand side of the sheet when the binder is lying open.

This same form can be used for the records, when the merchandise is bought and sold in single lots, or when bought in lots that are sometimes sold extant and sometimes divided into smaller units. This carries us over to the last columns, where the heading "Quantities" is shown. It will be noted that there are twelve columns within this one section, this number being divided into groups of three's. This grouping is done to facilitate the entries and to render it less likely to make mistakes.

Articles are usually purchased in dozens or multiples of dozens. If we purchase a dozen spoons, say of one style and pattern, it is possible, even probable, that we will sell these in smaller lots than in which we purchase them. We might sell a half-dozen,
STELLITE

The new knife-metal

And the only one worthy of association with gold and platinum

— Takes a permanent polish
— Can’t rust or tarnish
— Harder than steel
— Holds a keen edge

Rusty, stained, dirty-looking blades need no longer spoil the appearance—and the sale—of fine knives. For at last has come an alloy that is in a class with the precious metals, possessing every quality fine jewelry demands.

Henceforth, discriminating purchasers who want a knife that is a real piece of jewelry will select Stellite.

Stellite takes a razor-like edge. And holds it longer than the ordinary knife-metal. In appearance, it is like highly polished silver; but better than silver, because it does not tarnish and never loses its brilliant lustre. Moisture or fruit acids can’t possibly affect it. It remains like new always.

Stellite has already given a new impetus to the sale of fine pocket knives, because it is a real companion metal for gold, platinum, and precious jewels. Write for further information.

HAYNES STELLITE COMPANY

Carbide and Carbon Building, 30 East 42nd Street, New York, N.Y.
be made for guidance in the matter. This is to prevent stock from being allotted to the wrong department.

The jeweler should make his stock into as many or as few departments as he sees fit.

The following division has been found satisfactory in a large store:

A. Diamonds.
B. Watches, etc.
C. Gold and gold filled goods.
D. Silverware.
E. Miscellaneous, such as cut glass, leather goods, silk folks, etc.

Where an optical department and a repair department are part of the business these should also have separate departments. It is possible to subdivide the different departments so that the lines are classified in the minutest order, when necessary.

In handling the records of all articles in the "A" department, the diamond department, the stock number, that is "Our number," will have the letter "A" prefixed, thus: A—6347.

If the record of the lines in each department are to be kept separately, as of departments within a department, that is, as a subdivision of the department, then the following plan may be followed:

Suppose the diamonds are to be classed as follows:

1. Unset diamonds.
2. Platinum mountings.

This classification would give three divisions. The stock numbers would then be given as follows: A1—6347, or A2—6347, or A3—6347, as the item fell into one or other of these subdivisions.

The sheets are filed in the binder by departments, all the "A" sheets coming first in the book, the "B" sheets following, with a colored sheet in between to facilitate finding the division. Then the sheets in each division are filed consecutively as when the stock is not divided into departments.

The initials of the maker or jobber may be entered with the jobber's number or a special column may be used for that purpose.

The cost and selling price are given for single units. If we pay $12 a dozen the price is $1 each. The selling price is indicated in the same manner, the former being in code, the latter in plain figures.

The quantity section can be used to record (a) the order, the (b) goods received, and the (c) goods sold. Oblique strokes can be put in with a pencil for goods ordered, the copy of the order being used to show "our number." Then when the invoice and the goods arrive they are compared with the copy of order, and, if found correct, the number of the item is found, the sheet is referred to, and the items received are marked with the oblique line as before, only this time with ink over the pencil marks. When sold they are crossed out as already explained.

This system gives the jeweler a complete inventory of his stock. If no errors have been made in the stock, it will be absolutely the same as a physical inventory of his stock.

The use of a perpetual inventory system, or stock record, like the one just described, for the jeweler is to take stock. In fact the physical inventory must be taken just as carefully as ever, and compared with the records. When mistakes are discovered they should be analyzed.

If it is obviously one of error in entries, then it should be corrected on the records.

If it is likely to prove that the stock has been tampered with, the jeweler is in a position to act as his judgment dictates.

This simple system can be adopted in any store, although best adapted for smaller stocks. Where larger stocks are carried, a form especially adapted for each department stock must be used to better advantage, as the one form is obviously not the best for all lines.

Boost

Boost your city, boost your friend; Boost the church that you attend Boost the street on which you're dwelling.

Boost the goods that you are selling Boost the people round about you— They can get along without you, But success will quicken find them If they know that you're behind them.

Boost for every forward movement; Boost for every new improvement; Boost the man for whom you labor; Boost the stranger and the neighbor Cease to be a chronic knocker; Cease to be a progress blocker; If you'd make your city better, Boost it to the final letter.

Exchange.

A Way to Employ Your Engraving Service

A BUFFALO jeweler recently invited response to his engraving facilities by placing in one small side window an assortment of men's watches, bearing engraved monograms. Included in the window was this sign in fairly large letters:

Your Husband's Watch. Is It Monogrammed?

It is an inexpensive matter to arrange this thoughtful service in his behalf. Won't you step in and find out what we can do for you in this direction.

In the opposite window the same arrangement was carried out with ladies' watches and a similar sign addressed, using the word "wife" instead of husband. This novel idea helped to gain the attention of new faces who became interested in the jeweler's offer.

Are You Moving Onward?

BUSINESS experts estimate that a going concern should have developed sufficient momentum to warrant an increase in business of at least 10 per cent.—that is, there should be a 10 per cent. gain even if no promotion methods are used, but business is just kept going as usual. So do not take any credit to yourself unless your business shows a marked advance over 10 per cent, for it is only this margin which indicates how much of a business promoter you are.
Dealers—We are now in position to take care of all your needs on the famous

**Hawkes French Dressing Bottle**

During the latter part of 1920, owing to the ever-increasing demand for this popular Hawkes French Dressing Novelty—which serves as a perfect recipe, a convenient mixer, and an attractive table service—we were unable to supply our customers with as many of these as they desired. We have just completed arrangements, however, whereby our output will be greatly increased in the future, and we hope to be able to meet fully all demands of the trade during the present year.

Dealers should send in their orders now for sale during the coming salad season. Remember, we are the originators and exclusive makers of these bottles.

Prices range from $1.50 upwards.

T. G. HAWKES & CO.,
Corning, N. Y.

---

**Arrow Manufacturing Co.**
77-89 Wooster St. New York City

Manufacturers of the better grade

Jewelry Boxes,
Cases Trays
Window Displays etc.

for

**Surprising Prices for**

**Masonic Rings**

An inquiry will be to mutual advantage

---

A variety of sizes and designs for all degrees.
Made in 14 K. Green Gold with Green Gold, 18 K. White Gold or Platinum Front Eagle.

**The Eureka Jewelry Co.**
247 N. J. R. R. Ave. NEWARK, N. J.
How to Make Your Own Show Cards

Written expressly for The Jewelers' Circular by A. G. Sten

IX

The Airbrushed Showcard; Its Substitute, The Use of Artificial Flowers, Papers, Etc.

In late years there has been a great change in the styles of show cards. Once a card was of practically no value unless it was produced in colors "land" enough to be "heard" for a block, that idea has past and the neat clean-cut, business-like card has taken its place.

For the soft shadings and variations of colors on a card the air brush has taken a very conspicuous place in the card writer's supplies. The perfect effects secured with the air brush could not under any circumstances be made with the regular brush. The entire air brush outfit is rather expensive if only an occasional card is made, but for the professional card writer, it is almost as essential as a "red sable rigger."

However, the air brush effect can be made with a much cheaper instrument, the atomizer. But you will not have the control of the spray of color in strength as with the more expensive outfit. For a few cards it will answer the purpose very well, and some very striking effects may be obtained. For this reason I shall give an idea how to produce same. By using a stencil or mask, you may produce any amount of cards off the same design and you may change the color effect if you choose. It has this pleasing feature about it, it lends tone and dignity to the most hurried and rapidly turned-out card, that you otherwise would be almost ashamed to put up on display.

The stencils or masks you can make or cut out yourself. Stencils may also be bought from paint or show card supply houses. If you wish to cut out the stencils yourself, get a few sheets of parchment or stencil paper, draw the desired design thereon, and cut out same with a sharp pointed pen knife or better still, with a stencil knife. Place the parchment sheet on a glass plate or a sheet of zinc and cut out the pattern carefully. See that you have no ragged edges. If you have, these will show on the finished card. When the stencil is finished place it in perfect contact with the card upon which you desire to have pattern "airbrushed," holding same in place by using thumb tacks or glass pins. Then get you atomizer and start working. An ordinary perfume atomizer will work well and Higgins' inks will be found to give the best results.

Spatter Work

Stipple or spatter work on show cards gives a rather novel effect and if manipulated carefully, this simple method will secure for you some very clever designs. First make a small wooden frame and tack on to it a piece of fine wire screen; then get an old tooth brush charged with water color. After you have your stencil or mask placed over your card, place the screen-frame some distance from your card and rule the tooth brush briskly back and forth. A little practice and you will be surprised at the wonderful effects that you may produce. For masks you may use such articles as: leaves, fruits, letter heads, rings or furniture silhouettes, laces, paper-border, etc.

Beautiful cards may be painted on "cover stock," heavy paper and then pasted on a matt board, or some other kind of heavy card board. Matt board is a very handy article to have about, as its uses are many. You may buy this in a rough, dull, pebble or egg-shell finish, in almost any color including gold and silver. Any artists' material shop or picture framing shop will have these. Small dainty artificial flowers make a very stunning decoration on a show card. As you know, all artificial flowers are on wire stems and all you have to do is to punch a fine hole and fasten the wire on the back of the card with a gum paper strip. You may buy flowers at any five and ten-cent store for this purpose.

There is no limit to the materials that may be utilized in show card work; take for example, a sample-book of a better grade of wall papers and you will be able to use them for dozens of different purposes and different ways. You may use some of the planier designs as panels, some you may cut out and use for border, either all around your card or at the top and bottom only. Again, you might find a pretty flower design which you could cut out and paste on the card as a top or bottom design and add a few lines or a scroll design.

Lithographs, photographs, illustrations from magazines lend themselves to the best of decorations and at the same time may be a very suggestive illustration to the copy to be used on the show card.

Fancy Papers

There are on the market, several kinds and makes of fancy papers that will give the most wonderful effects when used as a showcard or part of one. I shall mention a couple not generally used for show cards which the jewelry trade if more dignified than a department store, could use to the best of advantage.

"Marble Papers" do not need any description, as you know what they are, but another, although similar paper, the "Ooys," is a most desirable paper. The effect of its beautiful colored shading is marvellous. You can get this paper in about eight different shades, it has a transparency in looks that is simply gorgeous, and it takes colors very well. Care should be exercised in selecting colors for lettering.

Another paper is the "Japanese Wood Paper." This is not an imitation handles wood, but an extremely fine veneer glued on a fine tissue paper and may be handled as paper or as veneer as you just see fit to use it. I have made show cards with perfect inlaid borders and center ornaments in different colored woods, in fact, I have also made the complete card, letters, borders and ornaments, in inlaid wood, of this paper and varnished them the same as any other kind of wood.

Pressed Flowers and Butterflies

Pressed flowers of almost any description if not too large, and nature's most wonderfully colored butterfly may be used for show cards. After you have the flowers or butterflies pressed and in perfect condition, place on a suitable background of velvet or velvet paper, then take the card with the cut-out and place one sheet of "lanternslide glass" on the back of the show card and fasten with gum paper strips. Then place the background with flowers or butterfly behind the glass; fasten in place securely. Precious stones may be used the same way or a piece of gold or silver filigree work.

(To be continued)
AT LAST!

Perfect Sealing Wax Impressions Made by
The Electric Sealing Wax Machine

GUARANTEED

to save 50% of Wax and Time.
against waste.
to make every seal a perfect seal.
protection against fire hazard.
for the period of one year.

Now in use by the United States Postal and Customs Service
Heated electrically. Attachment will fit any electric light socket.

LET US SEND YOU ONE. A TRIAL WILL TELL THE STORY. NO OBLIGATIONS.

Electric Sealing Machine Corp.

PIERCED ORNAMENTS

In stock
14 K Red
White &
Green

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We Offer:
PRICE
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SERVICE
A Customer’s Observations on Jewelers and Jewelry Stores

Written Expressly for The Jewelers’ Circular

August 31, 1921.

THE JEWELERS’ CIRCULAR

133

WHEN Mrs. Brandt or Mr. Cornwall or Smith or Brown comes into the store as a transient, does he or she go out still a transient, or just a "sale," or a customer? The reason why we are getting a chance at him or her today may be that somebody else has failed yesterday or last year. All our efforts are bent towards insuring that we at least shall not fail to make a customer.

I've noticed, I think, that when people come in and ask for a certain thing, they really believe the sales ladies there never have any trouble in making a sale; but to make a customer, therein lies the trick, the little weather-cock which hovers before the house of business and indicates when a struggling retail store. It appeared to me that the best way to learn the customer’s point of view was to become a customer myself, for, after all, I am only a jeweler when I am in my own store. So I played the shopping game. I found out a lot of things. But what I consider most valuable among these is the customer's perspective. Speaking as a customer and not as a jeweler, this is what I found.

We hunted around the house to see what we most needed so that I could be a really bona fide customer. All the family owned watches, but clocks! Paradoxical as it may seem, we had but two, and such clocks! One, a little alarmer that struggles along quite satisfactorily, the other, the kitchen clock, one of those unintelligent looking birds (my family called it a beast) with a vacant stare and a tick like a trip hammer. As long as we leave it on top of the refrigerator it keeps good time, that is, it doesn't run slow! But off the refrigerator—not doing.

These were the circumstances that created a certain customer for a French clock. We need a clock and it is going to be a French clock. It makes little difference to me where I buy it, but there are several places where I know I shall not buy it unless I have to, and you may be interested to know why. There are, for instance, two jewelry merchants in the same business block in our town. Call them Jim and Ed. I will not buy it from either of these. Not from Jim because the sales ladies there never have any trouble in making a sale; but to make a customer, therein lies the trick. Jim makes a French clock I am going to get.

The blonde salesman immediately began to lose interest. He showed me fully half a dozen other models before I could induce him to let me see the modest little gold-finished case I wanted. It was priced at $50. Well $50 was not good, I was about to pay the money, but lo! the blonde salesman had pulled out another tray of watches, also a well advertised make, which he assured me had just as good works and my better cases at the same price. Now I know what I want and the first thing that fellow did was to “peeve” me, but he was pretty good and finally got me a little bit doubtful as to whether I wanted a watch at all. So I decided to take a walk and think it over.

In the course of my walk I passed the previously mentioned store owned by Jim and, being in a desperate mood, went in. I waited about five minutes before I was noticed, and then the sales lady had to come from the silver counter on the far side of the store. When the watches came out they were in individual boxes, not on trays. A good idea, it seems to me. But these people had it hopelessly balled up for there were Swiss watches in American watch boxes and Blank watches with another manufacturer's identification sign on them. In fact one can hardly understand how a valuable stock of watch cases could be so carelessly handled. No, I did not buy there. I took another walk and got up enough courage to go back to Ed's to boldly demand my rights. I got the watch I wanted.

That was a year ago. The watch carried a year's guarantee. Twice, three times it was returned for misbehaviour and each time no improvement was noted. Right now it is at the factory, and has been for a month. Needless to say, I am completely disgusted with my "local jeweler." Those are the reasons why I won't buy a French clock from either Jim or Ed.

Stores seem to go by twos with me. There are two department stores here, in one of which we have a charge account. I am not going to buy the French clock from either Jim or Ed, where we have the charge account sells watches and clocks at a little show case on the main floor, a soda fountain for a background, thimbles and collar buttons and such like chintz on its left. No, I don't want to buy it in such surroundings, nor in a basement, nor do I want to buy a clock from a furniture or rug salesman. The other department store won't get my $30 or $60 for a French clock because they sell their clocks in the sporting goods department in the basement. And anyhow, we once got a clock there and it was no good.

The mail order catalogue has no French clocks in it and so I can't buy from them. But even if they did have a picture of a clock that looked right, I hardly think they could sell me a French clock because I want to see the movement operate. I want to make sure it is what I have in mind, too.

If I bought a clock from a mail order house, I'd be afraid the case would be "golden oak finish!"

Well then, where am I going to buy? I don't see any idea except to say that I am going to "shop" for it as I travel around the city. And when I see a jewelry or a clock store that looks dignified enough to appreciate the necessity of handling fine goods and not so "dignified" as to scorn a small purchase, or most likely some store that puts a good ad where I can see it, that is where I am going to buy my French clock.

There is a certain name I'd like to see on that clock. It's the name of a manufacturer who has advertised nationally for a few years. Their national advertising sold me a little alarm clock which served well and faithfully for a good deal more than a year and then simply quit. I sent it to the manufacturer and they sent me—what do you think? A brand new clock of the very same pattern, absolutely free! If he makes a French clock I am going to get his branded. They need service boosted advertising. And here is an example of poor service, or rather of one small minded man spoiling a whole national campaign as far as this one customer is concerned. It's that watch I bought from Ed last Christmas and which is now at the factory. You remember it was "guaranteed." They sent me a letter saying that the repair work on it was "done with our compliments." Now I may be exceptionally cranky, but that was an irksome phrase to me for I believed that when I bought a watch "guaranteed" for a year, I paid for service for one year.

Will the store that sells me that clock do it in such a way that I'll go back. If the salesman gives me what I want, if he smiles and takes my time even slightly as if it were much more, then perhaps I will be a steady. One little trick will help a lot. Here it is:

When I have that clock about three weeks the salesman may call me up on the phone and ask how it is going. He will spend only 10 minutes or so of his time, but he will make a customer out of a transient.

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SHIP TO EITHER PLANT
and I took care that he heard what I said to the new hand. Sometimes it happened, as often happens, but had evidently one of the older workmen. Doing all I could to further his ambition. The jewel was plainly visible and there was no piece left in the hole as would be the case if it had been broken. Aside from reaching Jim's case through his work, I felt that it was necessary to start the new man right and thus save future trouble. I called his attention to the condition of the shellac in the hole and explained how it had come out instead of being broken and explained to him that the shellac had not been properly heated so as to run all around the jewel and make a perfect job. That, instead, the shellac had been warmed until plastic and the jewel thrust into it and then moved until upright, that while the job looked all right it was nevertheless defective, as was proven by the jewel having worked out. Also that a roller jewel properly set and cemented seldom came out, even after many years of steady service. I therefore instructed him to remove the roller table and clean it thoroughly, using a pegwood point dipped in alcohol to remove every sign of old cement from the hole, explaining to him that the old cement was pretty sure to be unreliable for various reasons and that the new cement would not flow properly unless the surfaces were perfectly clean. Then I had him measure the fork with the gauges kept for that purpose and select a jewel that was just a little smaller in diameter than the fork slot, reminding him that if the jewel were the least bit too large the watch would not run at all, while if the jewel were too small, power would be wasted and the jewel would be more apt to break because weak.

Then I had him use a jewel setter such as are sold by all tool dealers and set the jewel upright and properly faced the first time trying. But while it was set upright and all I found upon examining it closely with a double eyeglass that the shellac had not flowed down to the lower side of the roller table and around the jewel. This was remedied by reheating in the setting device and while hot lifting the roller table with a pair of tweezers and letting it drop to positions two or three times, thus causing the shellac to work down to the lower edge of the hole, where it showed under the double glass as a shining line all around the jewel. Still under instructions he cleaned by scraping gently all the shellac from the roller table, refraining from scratching it, and finally dipping a piece of soft pith in alcohol, and, after letting it soak in by holding it in the air for a moment, gently wiping the table and jewel until they shone bright and clean.

The replacing of the table offered no serious problem as he had made note of the position the table occupied on the staff before removing it and now he set it back as near the same position as he could and then tested it and corrected, until the watch was in perfect beat, by turning the hair spring collet on the staff.

I could see from the way he worked that he was interested and when done so as to pass inspection a look of pride and satisfaction plainly showed on his face.

About this time Jim looked at the clock and, with the easy familiarity of old acquaintance said with a laugh, "I could set one in a fourth of the time."

Now this was just what I wanted him to say and without a word I handed him the record of work and pointed to a number therein.

I then handed him the watch and he saw our serial number and that it corresponded with the record. It was evidently something of a shock to him to note that he had repaired this watch some four months previous and that a roller jewel was one of the items in the list.

There could be no doubt about it, for his number was in the record as the one who had done the work. He was silent and thoughtful the remainder of the day and I was not surprised at quitting time to have him remain after the other men had gone. He sat silent for some time and at last spoke about the jewel setting job and asked if it was true that a large number of roller jewels came out of the cement as I had stated. I assured him that it was a fact and not only was it due to careless repairers but that a great many new watches came from the store downstairs with the roller jewels worked out, proving that the factory hands were also careless.

I then took occasion to tell Jim about other things he had been careless about, and told him that while it was customary for workmen to do work to about double the wages they got when he first came to the shop, and was common talk by all concerned at that time, that times had changed and the customs no longer were practicable.

When watchmakers were paid from $18 to $20 per week they easily made double their pay, but when wages went up to $50 and $60 per week, employers no longer considered it necessary for them to make double their pay.

I hoped by this experience to work a
For the Popular Moderate-Priced Flexible Bracelets

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"Records Over 37,000 "Records do not "Lie!"
"Lie!" Watches Repaired "Lie!"

Our Success is not due to the Profits We Make but the Service We Render. After two (2) years of Service to the Retail Jewelers throughout this Country we have fostered a Confidence that is hard to shake—Especially with the Discriminating Jeweler who always Plays Safe, that has convinced himself of our Sincerity and Integrity. It is Safe to believe as a general proposition that the man who Knows he is giving full value for Money Received is always willing to let the Customers see what he is getting, and stand the Acid Test.

Today, after repairing over 37,000 Watches of all Grades and Makes, we are the Leading Independent Watch Repair Organization to the Trade in this Country, with a Force of the Highest Grade, Well Experienced Watch Makers that can be had; in fact, None are too Good for us. Many Jewelers know this, and have built up a Reputable Watch Repair Business by sending their work to us—Because of a Responsible representation.

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Equipped with a Jacobs Chuck Which Will Hold No. 80 Drills

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for 50 years the Standard Lubricant for Watches and Clocks

Buy of Your Jobber
Horological Societies Anxious to Link Up with the Horological Institute of America

Los Angeles, Cal., Aug. 13, 1921.

Geo. W. Spier,
310 Ninth St., N. W.,
Washington, D. C.

Dear Sir:

The Western Horological Society wishes to proceed along the lines of the national movement and to keep in close touch with you for that purpose.

We are, in fact, waiting for more guidance and wish you would favor me as secretary at an early date with a complete method for making this a branch of the Horological Institute of America.

In order to make this letter brief, wish to say that the detailed history of us will appear in August Keystone by the time this reaches you.

It will be sufficient to say we are born because we were inspired by the national movement started by you, and our thought in naming our society "Western" was to be able to take in much territory if necessary.

For your information, will add that owing to the number of high-grade workmen who have traveled here to share the climate, we have a fine group of men who are at the top of the profession. I personally feel that with the sort of coaching you can give us, something big may be expected from the west.

Let us hear from you at your earliest convenience.

Very truly yours,

Joe W. Culbertson, Secy.,
Western Horological Society.

Reply by Geo. W. Spier


Dear Mr. Culbertson:

Your letter of the 13th has been received and is highly appreciated. I congratulate the members of the Western Horological Society upon the good work they are doing and hope they will continue their efforts until a national organization of horologists has been securely established, which in service and knowledge will rank high among the professions.

The National Research Council of this city, a body of scientists closely allied to the Smithsonian Institution, after due investigation, decided to lend its powerful aid to this movement and at my suggestion called a meeting of representative men for a preliminary Horological Conference on May 19-20, 1921. This meeting was a decided success and may be regarded as the beginning of a new era for the Watchmakers of the United States.

Under separate cover I am sending you a complete report of this meeting as published by the National Research Council. Read this report carefully, take up the vital points, discuss them in your meeting and send on your suggestions. Page 41, 42 and 43 of the report will give you the working plan of the Horological Institute of America. It is a big undertaking, but the time is ripe for it and it would be a serious neglect not to make use of the opportunity to the fullest extent.

Dr. A. F. Beal, Chief of the Time Service of the U. S. Bureau of Standards, is an enthusiastic worker for the certification of watchmakers. He has prepared elaborate plans how to solve this difficult problem, and is sure that the time will come when every American watchmaker will consider it an honor to hold a certificate from the Horological Institute of America.

An important meeting of the H. I. A. will be called for Oct. 20-21 in Washington, under the auspices of the National Research Council, when our "horologic plan" will be set in order and our actual work will commence. It is essential that the Western Horological Society should be represented at this meeting and I would urge you to elect one or more delegates at once and let the world know that you are coming.

Personally, I am heart and soul in this movement and consider it a public service. If the jewelry trade will lend its influence and backing the "Certified Horologist" will soon be recognized as a man of science and experience and treated accordingly.

Wishing you much success and with kindest regards, I am,

Very truly yours,

(Signed) Geo. W. Spier,
Chairman, Organization Committee, H. I. A.

Technical Notes

There is no way to hard solder scarf pins or any wire without softening the wire. Manufacturers use special "pin tong" alloys for scarf pins and break pin connections. After the pin is fixed and the wire stays more or less hard during soldering. To harden after soldering hold the point end in a hand vise and twist the stem first to the right and then untwist to the left, being careful not to twist too much and break off the stem. A few twists will toughen the wire, when it may be emery-papered and placed in a flat block and burnished.

* * *

The simplest way to straighten gold wire is to hold the coil or crooked piece in left hand and with a piece of coarse cloth, apron, etc., pass the wire between the fingers of the right hand. Factories use swaging machines and devices in lathes. Sometimes re-drawing the wire after annealing, through the finishing hole of the draw plate, will straighten the wire.

A window in the jewelry store of A. Simmons, York, Pa., was smashed recently by thieves who stole goods worth $400.
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GRIMSHAW, BAXTER & J. J. ELLIOTT, LTD.
29/37 Goswell Road, London, England
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Manufacturers of the celebrated London made
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Chime Movements
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Special sizes for "Grandmother" cases. Movements only supplied or clocks complete in richly designed cases.

Good-Bye Borax
Which is 80 years behind the times.

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It saves time and money. The best quick flux for hard soldering and used in the largest jewelry factories. Greatest discovery of the age. None comparable—non-poisonous.
R. I. CHAIN CO.
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Mail us 60 cts. or your material jobber, for a 2 oz. bottle. Includes postage, packing and insurance. Money back if not satisfied.

Lest you forget REMEMBER
That Your Accumulations of Sweepings, Filings, Solutions, Scrap, Crucibles, Old Gold, Platinum and Silver can be promptly Converted Into Cash, by sending them to
Novo Smelting and Refining Company

The BUYERS' DIRECTORY
THE JEWELERS' CIRCULAR

member comprising a concavo-convex disk having a centrally located aperture, a dangle extending from said disk and adapted to be attached to a hat, spaced apart wires extending across said aperture and having their ends fixed to the convex face of the disk.

A hatpin having a ball formed on one end, a locking slight bend at its center, the bent back portions @ point adjacent the center, and then back upon itself in the opposite direction to form jaws adapted

1,386,339. ONE-PIECE BUTTON AND BUCKLE. Ernest A. Eismueller and Lewis D. Huggins, St. Louis, Mo. Filed March 29, 1920. Serial 369,552. 2 Claims.

The combination of a strap having a button hole at one end, a one piece buckle and button having in its buckle portion a bar intermediate its ends, the opposite end of the strap being clinched to said bar, the button being spaced from the buckle portion by a reduced neck bent slightly outwardly at its outer end to offset a portion of the button from a longitudinal axis of the buckle portion, the outer part of the button lying substantially in the plane of the buckle portion.


In a device of the class described including a hatpin having a ball formed on one end, a locking point adjacent the center, and then back upon itself in the opposite direction to form jaws adapted to grip the ends of a collar; said form having a slight bend at its center, the bent back portions lying upon its convex side.


In a device of the class described including a hatpin having a ball formed on one end, a locking voted together, a spring for holding the movable portion in either of its two positions, a finger piece connected to the movable portion, a rod con-
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THE JEWELERS' CIRCULAR

Evansville, Ind.

TRADE CONDITIONS

Trade with the retail jewelers of Evansville has been fairly good during the month of August, in fact all the business expected would be. They are of the opinion that the first of September will witness some improvement. General business conditions in the city are somewhat better than they were six months ago. A general survey of industrial conditions conducted by the manufacturers show that in the month of July there were less men by about one per cent out of employment than the previous month. Collections are holding their own very well and the outlook is a little better from every angle than even a month ago.

Dr. Paul D. Strong, 2nd St. oculist, has returned from his Summer vacation. John & Anslinger, watchmakers and jewelers, who recently opened their store at 206 S. 3rd St. here, report that their business has been very good.

Harry J. Poole, who for a number of years operated a pearl button factory at Ross sample may operate on steady time. This concern has a capitalization of $250,000, which is composed of 2,500,000 shares at 10 cents each. The incorporators and the number of shares held by each are Lamont M. Gumaer, 8,000; M. A. Sherry, 1,000, and Frank A. Van Engen, 8.

The incorporators are devoted to the starting of business is $2,000. This is one of the charter members of the Nut Club, an organization that was formed several months ago to arrange social stunts for the local traveling men on the steamer Pilgrim which is one of the largest stock of jewelry ever shown in Cannellon. Mr. Herrman has gone to Bloomington, Ind., to take a position.

J. L. Thuman, 1106 Franklin St., jeweler, is one of the charter members of the Nut Club, an organization that was formed several months ago to arrange social stunts for the West Side Business Men's Association. The club has made arrangements to file articles of incorporation with the Secretary of State at Indianapolis under the name of the "Nut Club, International." It is in anticipation of the incorporation of the club national in scope like the Rotary Club and the Kiwanis Club. Its purpose will be to create a better feeling and harmony among business men.

Among the suits filed in the Superior Court last week by Walter L. Clarke, as City Treasurer of Providence, R. I., to recover taxes alleged to be due the city from the defendants, were Harry H. Butts, of New York, $1,081 and interest, and S. K. Merrill Co., for $705 and interest.

Local retail jewelers are interested in the announcement that the Fall convocation of the Scottish Rite Masons, Valley of Evansville, will be held Nov. 29 and 30 and Dec. 1, and this event will be followed by the Fall ceremonial of Hadi Temple, Ancient and Arabic Order of the Nobles of the Mystic Shrine, on Friday, Dec. 2. Two events will bring many visitors to the city from southern Indiana, southern Illinois and western and northern Kentucky. It is expected that a large class will be inducted into both orders and the sale of Scottish Rite and Shrine jewelry to a certain extent, the local dealers say.

It was announced last week that William Carney, a jeweler and optician who has conducted business at Blytheville, Ark., for some time, has recently closed up his business, has disposed of his stock and fixtures and taken a position with T. J. Collins, a leading jeweler of that town.
WANTED

Competent Foreman

to take charge of repair and new work. Must be able to handle men and understand the business thoroughly. None others need apply. References required.

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These exclusive designs are bringing big results. Order a sample dozen of each for your school at once. Do not wait until school opens, as this is all special order work.

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