The Painted Casket Which Contained Many of the Royal Treasures of King Tut-Ankh-Amen

The Times World Copyright by Arrangement with the Earl of Carnavon. Photographed by Harry Burton of the Metropolitan Museum of Art, New York Expedition. Loaned by Courtesy of the Trustees, the Director and A. M. Lythcoe, Curator of the Egyptian Department.
The New Luxor Pattern

Alvin

Long Life Plate

Wall of the Temple at Luxor near the Tomb of King Tutankhamen

Three thousand four hundred years ago the design was created from which the now famous Luxor Pattern of Alvin Long Life Plate was taken.

This beautiful design made in the very best quality of Silver Plate will live to be used for many years to come to remind those of the next generation of the wonders of Egyptian Art.

Sugar Spoon

Luxor Pattern

Alvin Silver Co.

Chicago

10 So. Wabash Ave.

New York

20 Maiden Lane

San Francisco

209 Post St.
O course, there will be a riot of display—tnded illustrations (details the jeweler

demands it. While the costume designer,
lt loose his creative genius, from the mass
finds an abundance of material on which to
finds were rather "trumpery," just what the
finds in "Memoirs," vol. 2, Institut frangais
small works which can be obtained from
of Mycenzan metal-work
ARHONOGISTICAL JOURNAL
WEDNESDAY, MARCH 21, 1923
No. 7

The Prehistoric Greek Goldsmiths

F sculpture in stone appears to have
been very little practiced in the Mycenzan
age, the arts of the goldsmith, sil-
versmith, gem-carver, and ivory-carver
were in great requisition. The shaft
graves of Mycenae contained, beside other things,
a rich treasure of gold objects—masks, drinking-cups,
diadem clasps, finger-rings, and so on; also several
silver vases. One of them is a large jar, about 2½
feet in height, decorated below with horizontal
fluting and above with continuous spirals
and flutings and above with continuous spirals.

The firm known as A. Bertrand, Indian
Orchard, Mass., has been succeeded by J.
D. Bertrand.
ESTABLISHED 1868

Stern Bros. & Co.

68 NASSAU ST.
NEW YORK CITY

Cutters and Importers of

DIAMONDS

Complete Stock of Squares and Emerald Cut Diamonds

DIAMOND CUTTING WORKS
68 Hunters' Point Ave., Long Island City

AMSTERDAM
16 Sarphatistraat

CHICAGO
31 No. State St.

LONDON
29 Ely Place
Suggestions Gathered Through Museum and Library for the Adapting of the Egyptian Theme to Modern Jewels

By Isabelle M. Archer

The Egyptians were not alone by reason of the fashion of the furore that the Egyptian mode of decoration and scheme of color is recommended for the consideration of the modern jeweler, but also on account of their admirable qualities. Were this decorative period not so commendable as a basis upon which to work, so excellent as to color, and so perfect as to proportion and contour, it would not be encouraged here. But so worth while are its attributes that it is believed the very

attention given this ancient art may exert a broadening influence on modern jewelry designing. In the first place, this mode of designing is to be recommended because it is a chance to bring the unusual and lesser used gem stones into play; good line is an absolute requisite of its designing, and that makes the second excellent attribute.

The bringing to light of the mummy of Tut-Anch-Amen has brought Egyptian history pointedly to our attention, but Egyptian dynasties are not half so important to the designer of modern jewelry as they are to the student and historian, because so many of the same motifs and the same colors ran through the Egyptian art in all its ages. Only lately I have heard some excellent lectures by experts at the Metropolitan Museum, New York city, and they have emphasized the fact that the colors and the general type of pattern were used throughout the length and breadth of Egypt and its vast principalities in the closest connection of religion and its art. The main changes have been wrought through the acceptance of one God or another in predominance, but the smaller details have remained the same as far as any present historian can tell. So color and line, as they are adaptable to our modern need, interest us particularly from the designer's standpoint, but had it not been for their remarkable funeral rites we should not now have these intensely interesting pictures and drawings by which to trace either their history or the art of the ancient Egyptian.

All this is a very enticing subject, but we will have to limit ourselves to the consideration of only those motifs which we may readily adopt without infringing upon the significance connected alone with their religious rites and customs. Chief among these adaptable units are the lotus and palm or papyrus forms, of which there are limitless variations; borders and bandings with crossed stripes as their main theme; the famous scarab and the significant key form. The asp and the condor, small birds and many animal forms were used by the Egyp-

FIG. 1—UNITS FROM EGYPTIAN PAINTINGS ADAPTABLE TO MODERN JEWELRY DESIGNS
items as these are best left for descriptive drawings, and should not be included in our adaptable jewelry motifs. The asp as a sign of royalty and the key of life as a sign of immortality, are our principal signs, most of the other forms being without important meaning, at least for us.

In the first illustration are given a group of units taken from the original Egyptian paintings. They are readily adaptable to modern jewelry needs and may be used with confidence as they are directly traced from the original, and they are not modern ideas of what Egyptian forms should be.

The first row at the top of the sketch is a row of heads and wall paintings and they are ready to use in their entirety in carved or enamel for jewelry motifs. The fins and feathers below also may be bordered in stripes, grouped, or used in single patterns to give typical Egyptian forms. The lotus and the papyrus forms are the same, they may follow in succession to make borders or used singly to give contour to pieces of jewelry. The borders following next may be rearranged to meet the designer's fancy, but here they are given exactly as they were found in the original Egyptian paintings.

**THE JEWELERS' CIRCULAR**

It is not so much the form of these jewels as it is their workmanship and composition that interests us now. To be sure any and all of these pieces might readily be copied in their entirety for modern wear, but it were far better to take their various details, coloring, material and gems and re-compose them to meet up-to-date requirements.

In the second illustration are given three typical compositions. The two upper bands are taken from bracelets of gold mounted with gems, and the third design is a row of characteristic, oddly-shaped beads.

**Gems Follow Typical Egyptian Colors**

The gems and gem-stones used in these bracelets follow like the enamellings and beads in the other jewels, the excellent color scheme so strictly adhered to throughout Egyptian art. Sometimes it is written that these are the primary colors, but this is not exactly true, for in every case the tone is a half shade off, a fact which adds greatly to all Egyptian color work, whether...
Long strands of fine pearls in matched sizes present the greatest selling opportunity of the season. Here are Deltah Pearls in the beautiful Pinafore quality—lovely lustres, with soft, creamy tints—offered in necklaces 45 inches, 60 inches and 72 inches long. Each necklace in a lovely Royal Purple velvet gift case. Note the moderate prices for pearls of such high quality. It pays to have a good sized stock on hand. Order immediately from your wholesaler.

PRICES (SUBJECT TO STANDARD CATALOG DISCOUNT)

<table>
<thead>
<tr>
<th>Size</th>
<th>45 inches</th>
<th>60 inches</th>
<th>72 inches</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price</td>
<td>$21.00</td>
<td>$26.00</td>
<td>$30.00</td>
</tr>
</tbody>
</table>

BY THE PRODUCERS OF HELLER HOPE SAPPHIRES
March 21, 1923.

THE JEWELERS' CIRCULAR

it be woven textiles, hand embroideries, enameling, painting or gem setting.

Perhaps there is no better way to describe these colors than to list the gem-stones most nearly corresponding to these hues. Of course there is always the black and white contrast used by the Egyptian artists as emphasis or accent in his color work. It may be carried out in black onyx and white coral or in jet and ivory. This is used in two ways; it may be used to subdivide color masses or stripes or it may be used as an entire enclosing border. And, always let it be remembered, that a narrow line traces with evenness and precision whatever these ancient artists use of colored forms.

For the rest of the gem-stones there is smoked amber to correspond with the soft Egyptian yellow; the varying murky red shades carried out in beautiful carnelians; there is jade and malachite for the two distinctive greens, and lapiz lazuli and turquoise for the two blue tints.

Of the other gems and gem-stones utilized by the Egyptian jeweler, amethysts, feldspar and agate have been found mounted in gold jewelry. If further gems are needed to carry out other color schemes, peridot, jasper and red coral may be sparingly used.

Artistic Gowns to Be Background for Egyptian-Type Jewelry

The colors seen in these gems are to be used in materials and trimmings of freshly designed gowns for late Spring and early Summer wear. The principal ground colors will be either white or on the linen tones running from soft cream to a deep warm sand color, and black will outline most of the girdles, ribbons and embroidery trimmings, and accent the all-over patterns and bordered materials.

In the third illustration are given three typical modish costumes for Spring wear. Each one carries the Egyptian note in a different guise. The first is one of these new jaquette models where stripes run from shoulder to shoulder across both sleeves and the blouse alike. This idea is being utilized for many new frocks, sweaters and separate blouses besides these short coats, and it must be taken into consideration when necklaces are designed for wear with these modish costumes.

The draping of the gown shown at the center of the sketch will be seen for the next six months in many variations on the more formal styles for both afternoon and evening wear. The draping of the gown shown at the center of the sketch will be seen for the next six months in many variations on the more formal styles for both afternoon and evening wear.

Beads and Box-Set Borders Seen in New Jewels

Foremost of all the Egyptian motifs to be used by modern designers are the gem-stone beads and enameled or gem-set bandings. Gold, of course, was the principal original mount material, but our modern replicas will be more often than not formed of platinum. In the upper left hand corner of the sketch is shown a bracelet designed to be carried out in a combination of gold and platinum together. The wrist band is a narrow circle of platinum; gold makes the spiral on either side of the scarab carved from jade.

The scarab shown mounted as a necklace pendant in the center of the illustration has been taken direct from an original and pedigreed example of this queer old sun-baked beetle. It is mounted as it came from Cairo, its tint of green-bronze surface echoed in the metallic coloring of its silk and copper tassel-finished neck chain. In its entire simplicity such a jewel makes an excellent reminder that over-elaboration of detail is often nothing more than a detriment to beauty.

The typical striped border with its outline of black and its black and white motif placed at intervals between colorful red, yellow, green and blue blendings, may be most readily used to form fillets for the hair, bracelets and necklaces when carried out in gem-stones. Earrings, necklaces and brooch and necklace pendants will take upon themselves the adapting of Egyptian bead work, while finger rings and brooches will repeat the more solid forms in bezel and plaque.

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THE test of every business is its ability to retain its customers year after year.

Our values and helpful cooperation have enabled us to do this.

ARNSTEIN BROS. & CO.
Importers and Cutters of Diamonds
New York - 170 Broadway

CHICAGO
31 North State St.

LONDON
Audrey House, Ely Place

AMSTERDAM
6 Tulp Straat
Perfect Reproductions of Antique Egyptian Jewelry to Be Shown at New York

A collection of reproductions of Egyptian jewelry has been released by the Customs authorities in New York, to be displayed at the Masonic Exposition and Fashion Show to be held at Madison Square Garden, that city. The reproductions were made in Paris under the supervision of experts from the Sorbonne Institute, copied from the originals in the British Museum. The collection includes a 60-inch scarab necklace, two heavy amulets with large seals and long triangular earrings. They are executed in vivid chrome with a green patina and reproduced with striking fidelity, the color and texture of antique burnt clay. The photo herewith shows the necklace, earrings and amulet.

False Aims Cause Ruin in Design

"NOWADAYS we have our art and we have our utility, and if ever we attempt to unite them it is in some such unnatural bondage as in many of those articles exhibited. The beauty, if there is any, is stuck on to some corner of the thing, is not an outcome of the nature of the thing. Our artists, accustomed to the painting of detachable pictures, to be fixed in a frame, and carried about from place to place, are unable to conceive of this adjustment of beauty to use, this forgotten relation of cause to effect. We see them bringing their minds to this false problem: how to escape from the limitations of the thing as it is, as its purpose requires it to be, how to bring some new element into it. They cannot bring their minds to proper focus, and so the shapes get twisted."—ARTHUR SYMONS.
MELEES
AND
MELEE
ONLY

James J. Loeb & Bro.
68 Nassau Street, New York City
WASHINGTON, D. C., March 16.—The Depart
ment of Commerce has announced some in-
teresting figures based on reports made to the
Bureau of the Census. These figures deal with
the value of products of establish-
ments engaged primarily in the manufacture
of watch and clock material, except watch
cases, watches and watch movements and
watch cases.

**Watch and Clock Material**

The value of products of establishments
engaged primarily in the manufacture of
watch and clock material, except watch
cases, amounted to $13,806,000 in 1921 as
compared with $13,342,000 in 1919, and $1,-
053,000 in 1914, showing a decrease of 24
per cent from 1919 to 1921, but an increase of
6 per cent for the seven-year period, 1914 to
1921. These figures do not include the
value of materials and parts made in the
establishments producing complete watches
and clocks.

New York was the leading State in the
industry in 1921, reporting 23 per cent of
the total value of products for the year,
while Illinois reported 20 per cent.

There was very little fluctuation in the
number of wage earners employed each
month during 1921. The average number
reported was 390, as compared with 382 for
1919 and 670 for 1914.

The statistics for 1921, 1919, and 1914 are
summarized in the following statement; the
figures for 1921 are preliminary and sub-
ject to such change and correction as
may be found necessary from a further exami-
nation of the original reports:

<table>
<thead>
<tr>
<th>Year</th>
<th>Number of establishments</th>
<th>Persons engaged</th>
<th>Proprietors and firm members</th>
<th>Wage earners (average number)</th>
<th>Salaries and wages</th>
<th>Wages</th>
<th>Paid for contract work</th>
<th>Value of products</th>
<th>Cost of materials</th>
<th>Value added by manufacture</th>
</tr>
</thead>
<tbody>
<tr>
<td>1921</td>
<td>17</td>
<td>12,902</td>
<td>254</td>
<td>404</td>
<td>2,352,000</td>
<td>13,806,000</td>
<td>84,000</td>
<td>1,106,000</td>
<td>2,083,000</td>
<td>19,236,000</td>
</tr>
<tr>
<td>1919</td>
<td>18</td>
<td>16,852</td>
<td>36</td>
<td>360</td>
<td>2,352,000</td>
<td>13,806,000</td>
<td>90,000</td>
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<td>2,083,000</td>
<td>19,236,000</td>
</tr>
<tr>
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<td>30</td>
<td>360</td>
<td>2,352,000</td>
<td>13,806,000</td>
<td>90,000</td>
<td>1,106,000</td>
<td>2,083,000</td>
<td>19,236,000</td>
</tr>
</tbody>
</table>

**Watch Cases**

The value of products of establishments
engaged primarily in the manufacture of
watch cases amounted to $13,806,000 in 1921
as compared with $13,342,000 in 1919, and
$1,053,000 in 1914, showing a decrease of 24
per cent from 1919 to 1921, but an increase of
6 per cent for the seven-year period, 1914 to
1921. These figures do not include the
value of materials.

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<td>90,000</td>
<td>1,106,000</td>
<td>2,083,000</td>
<td>19,236,000</td>
</tr>
</tbody>
</table>

**Watches and Watch Movements**

The value of products of establishments
engaged primarily in the manufacture of
watches and watch movements amounted to
$8,097,000 in 1921 as compared with $3,626,-
000 in 1919, and $4,275,000 in 1914, a
decrease of 24 per cent from 1919 and 1921,
but an increase of 71 per cent for the seven-
year period, 1914 to 1921.

Of the 17 establishments reporting in 1921,
3 were located in Massachusetts; 3 in New
York; 2 each in Connecticut, Illinois, and
New Jersey, and 1 each in Indiana, Ohio,
and Pennsylvania. The ranking State in the
industry in 1921 was Illinois, which reported
47 per cent of the total value of products.

Four-fifths of the total value of watches manufactured was reported by the
three States—Illinois, Massachusetts, and
Connecticut.

Washington, D. C., March 14.—The De-
partment of Commerce announces that ac-
cording to reports made to the Bureau of
the Census the value of products of establish-
ments engaged primarily in the manufacture
of jewelry and instrument cases amounted
to $7,036,000 in 1921, as compared with $8,-
126,000 in 1919, and $3,621,000 in 1914, a
decrease of 13 per cent from 1919 to 1921,
but an increase of 74 per cent for the seven-
year period 1914 to 1921. The statistics in-
clude establishments manufacturing jewelry
and instrument cases, boxes, trays and bags,
made of wood, leather, metal or other ma-
terials.

Of the 17 establishments reporting prod-
tacts valued at $5,000 and over in 1921, 57

**SHOWS HEALTHY GROWTH**

Department of Commerce Makes Public
Census Statistics as to the Manufacture
of Jewelry and Instrument Cases
in 1921 as Compared with 1919 and 1914
The beauty of Orienta Pearls is more than skin deep. It is built in layer on layer with a lustre that lasts.

PREPAID MEMO ON REQUEST

Leys Christie & Co.

65 Nassau St. New York
as compared with $19,619,000 in 1919, and $13,806,000 in 1914, a decrease of 30 per cent from 1919 to 1921, but an increase of 76 per cent for the seven-year period, 1912 to 1921. Of the 37 establishments reporting products valued at $5,000 or more in 1921, 21, or 57 per cent of the total number reported for the United States, were located in the State of New York. The other sixteen were distributed as follows: 4 each in Illinois and New Jersey; 3 in Ohio; 2 in Connecticut, Kentucky, Michigan, Minnesota and Rhode Island.

The months of greatest employment were, in the order named: January, February, March, and April. In January, the month of minimum employment, 4,483 wage earners were reported, and in December, the month of minimum employment, 3,189, the minimum representing 71 per cent of the maximum. The average number employed during 1921 was 3,698, as compared with 3,000 in 1919 and 3,514 in 1914. The statistics for 1921, 1919, and 1914 are summarized in the following statement: The figures for 1921 are preliminary and subject to such change and correction as may be found necessary from further examination of the original reports:

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<th>Year</th>
<th>1921</th>
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<tbody>
<tr>
<td>Number of establishments</td>
<td>37</td>
<td>33</td>
<td>31</td>
</tr>
<tr>
<td>Persons engaged</td>
<td>4,347</td>
<td>4,587</td>
<td>3,648</td>
</tr>
<tr>
<td>Proprietors and firm members</td>
<td>24</td>
<td>96</td>
<td>96</td>
</tr>
<tr>
<td>Salaried employees</td>
<td>625</td>
<td>672</td>
<td>248</td>
</tr>
<tr>
<td>Wage earners (average number)</td>
<td>3,698</td>
<td>3,900</td>
<td>3,514</td>
</tr>
<tr>
<td>$5,000,000 and over</td>
<td>$1,112,000</td>
<td>$3,536,000</td>
<td>$807,000</td>
</tr>
<tr>
<td>Retailers' sales</td>
<td>$1,076,000</td>
<td>$1,316,000</td>
<td>$413,000</td>
</tr>
<tr>
<td>Wages</td>
<td>$4,217,000</td>
<td>$6,001,000</td>
<td>$1,938,000</td>
</tr>
<tr>
<td>Profits for contract work</td>
<td>106,000</td>
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<td>5,625,000</td>
<td>8,206,000</td>
<td>4,002,000</td>
</tr>
<tr>
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<td>13,806,000</td>
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<td>Value added by manufacture</td>
<td>8,181,000</td>
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</table>

1Value of products less cost of materials.

DIAMONDS IN DUTCH GUIANA

District an Old Gold Producer, but New in the Discovery of Precious Stones

Diamonds have been discovered at Brownsweig, Dutch Guiana, about 80 miles from Paramaribo, according to a dispatch in the Daily Argus of Georgetown, British Guiana. The prospectors, representing a local syndicate, brought in seven stones. The district where the diamonds were discovered has yielded gold for over 40 years, but is said to have never been thoroughly searched for precious stones.

The building which formerly housed the jewelry business of Webber & Turnell, at Danville, Ill., and which was recently destroyed by fire, will probably be re-built on the same site. According to Mr. Webber, the firm will resume business just as soon as possible and hopes to make arrangements to continue at the same location. The concern had been in business at the same location in Danville for 21 years. The fire which destroyed several large buildings in Danville, broke heavy plate glass windows of the jeweler's store of Fisher & Melke. The awning at this store was also destroyed.

Statistics of Gem Cutting and Lapidary Industry

WASHINGTON, D. C., March 15, 1923.—The Department of Commerce announces that the value of products of establishments engaged primarily in lapidary work amounted to $4,345,000 in 1921 as compared with $30,051,000 in 1919 and $5,360,000 in 1914. The statistics include establishments engaged in the cutting, polishing of coral, diamonds, sapphires, rubies, emeralds and other precious or semi-precious stones. In many cases this work is done for jewelry establishments which furnish the materials. Of the 64 establishments reporting products valued at $5,000 and over in 1921, 41 were located in New York; 7 in California; 4 in Illinois; 3 each in Massachusetts and New Jersey; 2 each in Maine and Pennsylvania, and 1 each in Connecticut and Rhode Island.

In March, the month of maximum employment, 588 wage earners were reported, and in August, the month of minimum employment, 304; the maximum representing 52 per cent of the maximum. The average number employed during 1921 was 399, as compared with 1,155 in 1919 and 364 in 1914.

The figures for 1921 are preliminary and subject to such change and correction as may be found necessary from a further examination of the original reports.

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<td>8,181,000</td>
<td>11,413,000</td>
<td>3,829,000</td>
</tr>
</tbody>
</table>

1Value of products less cost of materials.

That he did not see Buder struck, and that he was in no way engaged in a fight with the jeweler, were further statements by Scully. He also denied trying to rifle the jewelry store safe. When he was shown the ugly weapon, made from an iron pipe, and filled with lead, with which Scully is alleged to have beaten his victim, the witness declared he had never seen it before.
Platinum Wedding Rings

Prepare for Spring weddings by having a stock of hand engraved Wheeler wedding rings. Their exquisite engravings and superior finish win the admiration of all discriminating purchasers.

The diamond ring illustrated, containing 21 fine diamonds, is one of our leaders and a wonderful value for the price.

Wheeler Wedding Rings exemplify those artistic qualities so characteristic of all Wheeler jewelry, and in selling our product you are adding to your reputation as a dealer in high class merchandise.

The Wheeler Trade Mark on these rings is your guarantee of quality and satisfaction.

Wheeler wedding rings are made also in 18K white gold and 18K green gold in a variety of patterns.

Hayden W. Wheeler & Co., Inc.

OFFICE AND FACTORY

° 58 West 40th Street ° New York °

Telephone Longacre 7300
Suggestions for National Sterling Silver Week

Secretary of the Sterling Silverware Manufacturers' Association Explains How the Association Is Co-operating with Dealers in Establishing Dates of May 14 to May 19 Inclusive as the Time for Public Interest in Silverware

Frederick S. Taggart, secretary of the Sterling Silverware Manufacturers' Association, when asked last week for a statement respecting National Sterling Silver Week, which has been fixed as the week of May 14 to 19, said:

"The Sterling Silverware Manufacturers' Association has heretofore announced the establishment of a National Sterling Silver Week from May 14 to 19.

"We believe that there should be in each year a period when the interest of the public is drawn to and centered upon the sterling silver in the retailer's stock. That should be at a time when the public is most receptive and ready for helpful, educational co-operation between retailers and manufacturers, and the efforts of all should be directed toward a harmonious and thorough co-operation for this week.

"This association will send to retailers who request them, for use during National Sterling Silver Week, a set of window cards of an appropriate design, available for use with any display of sterling in any retailer's window. The cards are being prepared with the expectation that they will be used by all participating retailers, irrespective of the manufacturer's line, pattern or style displayed.

"The National Jewelers' Publicity Association is preparing an advertising campaign for National Sterling Silver Week, and this association is co-operating, so that the advertising matter used throughout the country will conform to a general plan.

"The co-operation of all in the trade in making this week a success is of the public interest. The pre-eminent 'gift that lasts.' Therefore, National Sterling Silver Week comes at a time when your friends and customers are beginning to think about the June weddings, for which they will require presents.

"The bride is thinking about the silver (or 'solid silver,' as she may call it) for her new home. Her friends are thinking of what they are to give her. Shall it be sterling, and if it is to be sterling for the table, for the dresser, or for decorative purposes, so that it is not made that which has been chosen by the bride for her own gift? These questions will be brought more forcibly to the front during National Sterling Silver Week because there is the home-making season. Thousands of purchasers will be influenced by this campaign.

"Again, your attention is called to another advantage that this week gives you. 'Mother's Day' is more and more prominent as a gift day, and this year falls on Sunday, May 13. This fact gives the retailer who is co-operating in the National Sterling Silver Week an opportunity to dress his windows on Friday with a sterling display, and to feature sterling as a gift for 'Mother's Day.'

"The advertising for the National Sterling Silver Week during the preceding week or two should call attention to 'Mother's Day,' and the windows dressed for the week will be seen by thousands on Saturday and Sunday, and doubtless influence purchases.

"National Sterling Silver Week comes at a time when new homes are being built. It is the home-making season. Thousands of new homes in your community need sterling to give the final authoritative touch of dignity, beauty and refinement. An effort to win this market may be inaugurated, culminating in National Sterling Silver Week.

"The members of the association are using a little stamp or sticker on their correspondence to retailers, calling attention to National Sterling Silver Week. These are very attractive and dignified and emphasize the importance of the week. Readers of the Jewelers' Circular are advised that all retailers who may desire these for their own use locally, may obtain them from the secretary of the association at cost, $0.50 per thousand."

"The Jewelers' Circular asked Mr. Taggart for an article on the development of National Sterling Silver Week more in detail than contained in the short suggestions given above. It appears that Mr. Taggart is to deliver an address to the retail jewelers in Massachusetts and Rhode Island at their annual convention in Springfield on March 27, at which time he will go further into detail on some possibilities for National Sterling Silver Week. This journal will take pleasure in reprinting, for the benefit of all retailers, the suggestions he made, in the hope that they will find some thought which they may develop into a profitable plan for their local campaigns."

WINDOW SMASHERS AT WORK

Police Arrest Suspects After Two Pittsburgh Stores Have Been Robbed

PITTSBURGH, Pa., March 15.—After window smashers had broken two jewelry stores' windows here this week, in one instance stealing diamonds worth between $3,000 and $4,000 and in another jewelry reported valued at $500, the Pittsburgh police arrested two young men, residents of this city, on suspicion of knowing something about one of the thefts. One of them has been held without bail.

The most serious of the robberies was that at the William J. Kapel store at 109 6th St. at 6:15 o'clock last Tuesday morning, when a man used a padded brick to punch a hole in the window and grab 84 of 120 diamond rings on display, but which Kapel said were insured in an insurance company, hence he is not out a loss. Lieut. Jacob Robitzer of the Pittsburgh police force, who happened to be passing the Kapel store, is in a street car, gave chase when he saw what was going on and after racing the thief three blocks, the man got away. Kapel told The Jewelers' Circular correspondent that while the loss was heavy, the amount stated would cover the value of the goods taken.

Mr. Kapel says he has been making displays of diamonds all night, for the reason that he carried protection on the goods. He says James Jackson, a negro porter in a building opposite the Kapel store, saw the robbery and reported it. The police guarded the remainder of the jewelry in the window until Mr. Kapel could be notified. The lieutenant of police who chased the thief drew his revolver and commanded him to stop but was afraid to shoot at the fleeing man for fear of injuring a pedestrian. There were quite a few persons in the street at the time.

The other robbery reported was that of the show window of the Louis XIV. Jewelry Shop at 423 Sixth Ave. Operatives of a local protective agency were soon on the scene but the thieves had scooped most everything of value in sight. The shop is operated by Lew Berman, the loot including an odd three-stone diamond ring valued at $450. The robbery took place at 3 A. M., the thieves working almost next door to the Public Safety building with Central Police Station just in the rear. Some Oriental pearls, a heart set with diamonds and other jewelry was stolen. There was some difference of opinion as to what was used to break the window. A patrolman reported that a passing automobile had whirled a piece of brick through the window, by giving it a striking glance. Whether this is correct or not, the window was robbed in any event. The two men under arrest are being investigated by the police to ascertain if they know anything about the robbery of Kapel's store.

Of the two arrests made here, in connection with window smashing, Vincent Christy, who says he is 21 years old and lives at 1225 Eppington St., and Margaret Christy, P. J. Sullivan, without bail, on suspicion that he knows something about the robbery of Kapel's store. The investigation is being continued by the police.
Established 1866

L. & M. Kahn & Co.

ANNOUNCE

that on or about MARCH 26th they will move to

6 West 48th Street, New York

OPPENHEIMER BROS. & VEITH

DIAMONDS—PEARLS
PEARL NECKLACES

527 FIFTH AVENUE : : : NEW YORK

GOODFRIEND BROS.
PEARLS

Gem Emeralds and Sapphires

542 Fifth Avenue
NEW YORK CITY
Important Conference Held in Pittsburgh

President Hufnagel of A. N. R. J. A. and Other Association Workers Meet with Jewelers and Discuss Topics of Vital Trade Interest

PITTSBURGH, Pa., March 16.—After an all-day conference here Wednesday of this week attended by E. H. Hufnagel president of the American National Retail Jewelers' Association, Ralph Roessler, chairman of the special excise tax elimination committee of the association; Frank Mulholland of Toledo, counsel, who is assisting the committee and W. F. Sellers, president of the Pennsylvania Retail Jewelers' Association, came the announcement at a quickly arranged smoker of Pittsburgh jewelers in the Fort Pitt Hotel, who are noted for their great uplift work in our craft.

"The men identified in our craft throughout the country are men who naturally possess those sterling requisites and 24 karat qualities that go to make up the ideal business man.

"We jewelers are doing business today in a different era than a few years back. Your fellow jeweler should be looked upon as your best friend and by no means be considered as a competitor. The closer we come in a shoulder to shoulder contact the easier our problems will be solved. In fact, the word 'competitor' should be absolutely obsolete in our business and if the word is used at all, it should be confined principally to your fellow merchants,—the automobile dealer, the fur merchant, your tourist agency and your piano and phonograph merchant.

"There is not another business man who enjoys the same confidence and trust and holds the same reputation that the jeweler does. For instance, just take today for illustration; think of the million dollars worth of jewels which are passed over the counter all over the world and given back to the jeweler for alteration, repairs, etc., whereas not a single receipt is given in return by the jeweler. Imagine any one making a deposit in the bank whether large or small; how carefully the passbook is examined to see that the smallest fraction of a cent is entered—what a contrast!

"Our business, is without doubt, the most fascinating in the world and comes nearest to producing that real Heaven on earth, than any other industry. The gift from the jeweler marks all the important events in the life of the individual—carrying with it the full possession of perpetual joy, extreme happiness—and lasting sentiment.

ADDRESS OF PRESIDENT HUFNAGEL

Mr. Hufnagel was given a hearty greeting by those present. He started out by explaining what the association is doing and how the Research Bureau of Harvard had already spent $35,000 of the $50,000 raised by the jewelers studying the cost of doing business. He told the jewelers that many were not marking their goods properly and that the profit did not average six per cent and that as a result too many jewelers were not marking their goods properly and that this could be solved. In fact, if the word is used at all, it should be confined principally to your fellow merchants,—the automobile dealer, the fur merchant, your tourist agency and your piano and phonograph merchant.

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ADDRESS OF J. CLARE CRAWFORD

"It is indeed a great pleasure to greet you all here this evening. We are indeed highly honored in having with us tonight the illustrious and distinguished celebrities, who should wear good jewelry and took some of the men present to task for not wearing stickpins, saying this is a branch of the jewelry business being neglected and that they could not stimulate such trade if they did not wear stickpins themselves. Among other things he advocated jewelers getting together and using advertising in the newspapers and also the use of window displays to advantage. He caused no little merriment by asking someone to invent a "noiseless soup spoon."

Discussing the tax question which he said would leave more specifically to Mr. Roessler, he contended that 60 per cent of the jewelry of the country is being sold in department and hardware stores and that numerous stores were not paying the government tax, much to the detriment of the jewelry establishments.

Mr. Hufnagel also touched upon the arts in jewelry and said:

"Many of the noted sculptors and painters, such as Michael Angelo, Benevento Cellini, and our American midnight rider, Paul Revere, have created many beautiful designs for silver pieces, the models of which are still in style today.

"Practically every event in human life is
EICHBERG & CO.
Established 1860

Importers and Cutters of
DIAMONDS

155-157 Summit Street
NEWARK, N. J.

OFFICE
65 Nassau Street
NEW YORK

Wm. S. Hedges & Co.

IMPORTERS OF
DIAMONDS

170 Broadway
New York

ESTABLISHED 1878
INCORPORATED 1911

SAUNDERS, MEURER & CO.

IMPORTERS OF
Pearls, Diamonds, Emeralds, Sapphires

PEARL NECKLACES

522 FIFTH AVENUE
NEW YORK

GEM BRILLIANTS

FANCY SHAPED STONES
succeeded with sentiment wherein the jeweler functions as a gift counselor, from the point of view of buying and in bestowing appropriate gifts on birthdays and other days of remembrance and sentiment dear to the human heart.

The jeweler’s trade is difficult, concentrating materially toward winning the victory for democracy during the World War, in that every officer in the service had to depend on accurate time to carry out the varied and hazardous activities of the national body with mathematical precision, were timed to the minute and carried out with mathematical precision.

Mr. Hufnagel stated that the American National Jewelers’ Association is now perfecting a uniform accounting system in collaboration with Harvard university, and is also conducting a national advertising campaign, which will culminate in the inauguration of a “National Sterling Silver Week” during the week of May 14 to 19 inclusive.

Mr. Hufnagel also pointed out the material progress made in the civilization of the world through the inventions of watchmakers.

“The Horological Institute of America,” continued Mr. Hufnagel, “is conducting examinations for the certification of watchmakers, thus insuring the American public of skilled workmen to handle and repair the increasing number of fine watches in use. We are going to stage “National Sterling Silver Week” May 14 to 19 inclusive, for the purpose of calling the attention of the American public to the many beautifully designed sterling silver articles for tea use, both flat and hollowware, which denote the appearance of the home and give it an aesthetic and artistic touch. The association recently adopted a code of ethics based upon the “Golden Rule,” which is being adhered to by all first-class jewelers in the country. This code insures an absolute square deal, honest price, and honest merchandise to the public.

Mr. Roessler outlined in a highly intelligent manner the plan the association is working upon to bring about success in the repeal of the excise tax and how the movement had been so successful in Indiana and other States. He showed that jewelry is a necessity and the important relation of the jeweler to railroading. He wanted to know what was being done to “grizzly ancestors” who did not use knives or forks. The alarm clock was a necessity in order to wake toilers to go to work. The wedding ring to the wedding ring added sentiment dear to the human heart.


At the conclusion of the meeting Mr. Crawford suggested that the jewelers as a body organize a round table to discuss questions once a week or twice a month at a noonday luncheon, with W. E. Jones as the leader of the first gathering. He then called on Edward C. Sykes, a Pittsburgh newspaper man to say a few words. Mr. Sykes voiced the conviction that organization would accomplish most things jewelers are interested in. In any event it would be very helpful to their business, at least proper publicity could be had through concentrated effort.

As a mark of respect to the memory of three Pittsburgh jewelers who have died recently, the entire assemblage stood in silence for 90 seconds in honor of Samuel F. Sipe, for five years president of the Jewelers’ 24 Karat Club of Pittsburgh; Samuel W. Weinhaus, head of the Weinhaus Co., and James Morrow, well known in this section, who visited frequently in his capacity of traveling salesman. Mr. Sipe died last Summer and Mr. Weinhaus last November.

Career of the Late William Walcott

Toledo, O., March 14.—William Walcott, a veteran jeweler of this city, who died recently at his home, 3200 Collingwood Ave., was held in high esteem by all in the trade who knew him, and his passing has removed from the ranks of the jewelers an able craftsman and a faithful friend. He was born 84 years ago in Williamsburg, Mass., but spent his early life in Northampton and called that place his home. When 17 years of age he came to Toledo and entered the jewelry store conducted by the late Henry Cook who taught him the trade. Mr. Walcott continued with Mr. Cook until the death of Stockport, Mo., at least proper publicity could be had through concentrated effort.

Mr. Walcott was among the first to respond to the Jeannette store and his brother, Sam M. Sanders, will be in charge of store in New Kensington, Pa.

The Publicity Committee of the Special advertising to start in April, was chosen, and action on this started. The committee to handle this, in charge of Noble F. Fuller, of the Edwards-Ludwig-Fuller Jewelry Co., E. O. Baumgarten, of the Hoefner Jewelry Co., and Fred Sands, secretary of the association, will meet at an early date to make plans for the advertising campaign. The association plans to do some rather extensive work in this line, this season, and the work, starting early, will be especially concentrated on the local market, as the center of jewelry activities in this part of the country.

M. Sanders, a jeweler at New Kensington, Pa., bought the entire fixtures, etc., of King & Co., 406 Clay Ave., Jeannette, Pa., and will be in charge of store to the Jeannette store and his brother, Sam Sanders, will be in charge of store in New Kensington, Pa.
SAPPHIRES
EMERALDS

STAR
SAPPHIRES

SEAL
SAPPHIRES

ALL SIZES
EMERALD CUT and SQUARE CUT
Upward to 5 carats for single stone rings.

CALIBRE
FANCY SHAPES
Cut to order from the Rough.

SAPPHIRES
EMERALD CUT and SQUARE CUT
CALIBRE Upward to 5 carats for single stone rings.

FANCY SHAPES
Cut to order from the Rough.

SPECIALIST in SAPPHIRES and IMPORTER and CUTTER of PRECIOUS STONES

HENRY GREEN
527 Fifth Avenue New York

FREDERICK W. RAUCH
522 Fifth Ave. New York

Pearl Necklaces
Pearl Ropes
Loose Pearls
Black Pearls
Fancy Cut Diamonds and Precious Stones

PEARL TASSEL EFFECTS
IN
Seed Pearl Bracelets and Pearl Sautoirs

ORIENTAL PEARL NECKLACES
From $25.00 Up

SEED PEARL NECKLACES
The most complete line of above on the market

CROSSMAN COMPANY
3 Maiden Lane New York
North Carolina Law Regulates Jewelry Auctioneers

New Measure Passed by Legislature Protects Jewelers Against Sale of Spurious Stocks by Non-Resident Auctioneers—Fee Placed at $200 and Bond of $5,000 Required

WASHINGTON, D. C., March 16.—Accord- ing to figures just compiled by the Bureau of Foreign and Domestic Commerce, the value of diamonds imported into this country during the month of November last was $5,456,801, a figure that approaches the normal importation for the month in good years. Of this amount the value of cut stones is given as $3,707,078 and that of the uncut stones as $1,749,723. The latter figures are most encouraging inasmuch as they indicate the excellent condition of the cutting industry of the country being the largest monthly importations of rough recorded for a long time. Before the World War the importation of diamonds had reached a record mark but the totals decreased during that period. The figures now available again show an upward trend.

Of the cut diamonds imported the bulk again came through Antwerp, importations from Belgium being put down as $1,930,765 while the importations from the Netherlands are given as $1,300,980. Cut diamonds from England amounted to $509,151, and from France, $129,859. The total was made up of these and small importations from other countries, viz.: Turkey, $25,307; from British South Africa, $14,889; from Switzerland, $10,686 and from Brazil, $1,364.

Of the rough diamonds imported, the bulk came correctly from the Syndicates, importations from England being put at $1,501,197. The rough imported direct from British South Africa amounted to $91,309, from Brazil $70,406 and from British Guiana, $1,000. From the diamond centers of Europe we imported about $85,000 worth, of which Belgium sent $49,195; Netherlands, $31,226; France, $6,342; Switzerland, $1,380, and Germany, $364.

Imports of Platinum and Allied Metals Dur- ing November

WASHINGTON, D. C., March 16.—Figures just compiled by the Department of Commerce, showing the imports of platinum and allied metals in November, indicate that the total value of platinum ores and unmanufactured platinum imported was $380,270. The value of iridium brought in during that time was $1,790 while osmium and osmiridium imported amounted to $15,463. The importation of palladium totaled 743 Troy ounces valued at $30,452. No rhodium or ruthenium arrived here in November. The figures showing the importations by countries are as follows:

<table>
<thead>
<tr>
<th>Countries</th>
<th>Iridium</th>
<th>Osmium and Osmiridium</th>
<th>Palladium</th>
<th>Rhodium and Ruthenium</th>
<th>Platinum Ores</th>
<th>Ores and Unmfg.</th>
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<tr>
<td>France</td>
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<td>Total—Values</td>
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<td>$15,463</td>
<td>$30,452</td>
<td>$4,021</td>
<td>$380,270</td>
<td></td>
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Artificial Pearl Necklaces
Made and Sold in Europe for 15 years
A Superior Reproduction
direct from France
Worthy of a place among gems
GATTLE & HUNTER
576 Fifth Avenue, New York
IMPORTERS OF
Pearls, Diamonds and Other Precious Stones

LE ROY PRESENT
DIAMONDS
170 Broadway
New York

STONE BEAD NECKLACES
in Agate, Amazonite, Amethyst, Aquamarine, Aventurine,
Cornelian, Chalcedony, Chrysoprase, Coral, Jade,
Lapis Lazuli, Opal, Topaz, Tourmaline,
Turquoise, Turquoise Matrix.
ESPOSITER, VARNI CO., INC.
15 Maiden Lane, New York
Lapidaries and Importers of Precious Stones
Stephen Varni, Pres.
Harry F. Garofalo, Vice-Pres.
West Virginia Jewelers Hold Convention

Members of State Retailers' Association Meet at Charleston, March 11 and 12
President Hufnagel of A. N. R. J. A., Guest of Honor—Officers Elected and Other Business Transacted

CHARLESTON, W. Va., March 14.—West Virginia retail jewelers gathered in Charleston Sunday and Monday, March 11 and 12, for what is proclaimed by delegates in attendance the most successful ever held in this State. In the neighborhood of 160 representative jewelers from the four corners of the Mountaineer State were in attendance when the conference-banquet, held Sunday evening in the Rose Room of the Ruffner Hotel, opened the session. The banquet was rendered in honor of National President E. H. Hufnagel. An eight-piece orchestra furnished music and a splendid program was rendered.

State Vice-president Frank C. Wallace, of Huntington, W. Va., presided and made the address of welcome. National President Hufnagel responded with a splendid address on the benefits to be derived from a State association, the need of co-operation among local and State dealers and the vast importance of an association to include every retail dealer in the State.

At the initial State convention session Monday, State President W. L. Jones, of Martinsburg, was re-elected to the chief office. J. Charles Ernst, of Charleston, was chosen first vice-president, and Richard Aulencher, also of Charleston, was named second vice-president. Mrs. B. H. Fanus, of Fairmont, was re-elected secretary.

The meeting was one of the most successful ever held in the history of the West Virginia association, those in attendance stated.

President Hufnagel, of Mount Vernon, N. Y., delivered brief addresses at both the morning and afternoon sessions of Monday. In the absence of President Jones, who was unable to attend the conference this year, First Vice-president Wallace presided at all sessions.

At the Monday forenoon session Mr. Hufnagel criticized the excise tax on many articles of jewelry, especially watches, clocks and trinkets, and said that form 65 per cent. of the jewelry stock in trade. He stated that many failures in the jewelry business were traceable to this tax, which he declared unjust in the face of many other returns available and taxable.

Further in his remarks the speaker pointed out the value of newspaper advertising for retailers as most desirable in this particular line of business, with direct-by-mail advertising running a close second. He advocated co-operative advertising among the jewelers and showed that such campaigns should be intelligently prepared and also carefully conducted.

He maintained a strict stand against bargain sales of standard goods and said that these should be confined to special articles.

Speaking on the various kinds of stock found in the majority of stores, he volunteered the information that many articles, especially the variety of candlesticks superficially made of plaster-paris, are covered with a thin coating of silver. "These articles are often stamped "Sterling,"" said Mr. Hufnagel, "and for this reason all dealers should act aggressively in securing legislation controlling the misuse of such stamps.

"The old wedding anniversary custom should be modified," continued the speaker. "There is no reason why there should be anniversary celebrations given over to the giving of such inferior articles as tin spoons and wooden bowls. And there is no reason why a married couple should wait until they are 75 years wedded before they have a diamond wedding anniversary. The silver wedding should be the 10th anniversary instead of the 25th and the golden anniversary the 50th. There is no reason why married people should have to wait until they are too old to enjoy these things before their friends have occasion to give them them."

The 1924 convention city was not decided upon at the Charleston conference, but will be fixed by questionnaires to be mailed to representatives in the near future.

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**In Bankruptcy**

Schedule of Saltstein's Saving System, Milwaukee, Shown to Liabilities of $7,000 and Nominal Assets of Over $110,400

MILWAUKEE, Wis., March 17.—Schedules have been filed in the United States Federal Court here in the bankruptcy case of Saltstein's Saving System, jewelry and women's wear, 422 Grand Ave. The liabilities are $73,085 and the assets $110,429. The liabilities include unsecured claims, over $70,000; taxes, $1,750; capital stock, $25; debts preferred by law, $450. The assets include, stock in trade, $30,493; household goods, $8,393; debts due on open accounts, $81,541. Robert A. Hess is attorney for the bankrupt.

The unsecured creditors with claims of $100 or more include the following: Applebaum & Stein, Co., $10; J. L. Art & Co., $3,037; Harry Bernstein, $358; Frank Kaplan & Co., $481; Leubushower-Schumann & Leusch & Lewis, Co., $102; Lippman, Spier & Hahn, $217; Herbert Mendel, $300; Morris Mann & Reilly, $325; Prihodny & Co., $2,495; Stein & Solomon, $856 and $800; Tucker & Freedman, $767; W. & Co., $330; W. & Co., $235; Kaufman, $334; Wexler Bros., $113, $800 and $162; Theo. Lubisher Co., $200 and $200; F. H. Wintzburger Co., $1,476, $229, $330, $327 and $327.


Isadore Horwitz is now the owner of the Crescent Jewelry Co., at Fargo, N. Dak., which will continue the business under the same firm name.

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**The Jewelers' Circular**

March 21, 1923.

W. L. JONES, PRESIDENT

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CIRCULAR

THE JEWELERS' CIRCULAR

IN BANKRUPTCY

Members of State Retailers' Association Meet at Charleston, March 11 and 12
President Hufnagel of A. N. R. J. A., Guest of Honor—Officers Elected and Other Business Transacted

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Max and Henry Kogane, Utica, N. Y., Go Into Voluntary Bankruptcy

Utica, N. Y., March 17.—Henry Kogane and Max Kogane, who did business under the names of Syracuse Roman Jewelry Co. and Royal Hat & Cap Co., filed a petition in bankruptcy in the United States District Court here today, through Attorney J. A. Goldstone, of this city.

The debts amount to $4,306 and assets to $1,100 in stock and $300 in fixtures.

There are 36 creditors, including Joseph J. Siegal, $345; Irving Keats & Co., $107; Broadway Bargain House, $210; N. Harris & Sons, $131; First Trust & Deposit Co. of Syracuse, $160; Utica City National Bank, $400; Herkimer National Bank, $700; and Schumm Bros., $379.
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New York, 70 West 40th Street

Paris, 22 Rue Beaurepaire
Geldern, n/N., Jagergasse, 3
Providence, 83 Washington St.
THE JEWELERS' CIRCULAR

March 21, 1923.

DEATH OF ROBERT DULK

Internationally Known Arts Craftsman and Jewelry Designer Dies Following an Operation

Robert Dulk, reputed as one of the most eminent craftsmen in the jewelry and silver carving arts, and for many years teacher of applied arts in the New York high schools, died on Monday, March 12, at the Presbyterian Hospital. Mr. Dulk had been ailing for about two months and was recently operated on for kidney trouble. The funeral services were held last Thursday evening at Campbells Funeral Church, with Rev. J. H. Randall, of the Community

Church, Park Ave. and 34th St., officiating. Burial took place on Friday in Evergreen Cemetery, Brooklyn.

Robert Dulk was born in New York on July 4, 1863, and had resided in the metropolis all of his life. He received his education in Cooper Union Institute, National Academy of Design, Teachers College and Columbia University, as well as through association with the various well known craftsmen of his time.

At the age of 14 years, Mr. Dulk started as an apprentice in a jewelry manufacturing establishment, but instead of confining himself to one particular branch, as is the practice among apprentices of today, he diversified his efforts to the extent that he became familiar with all steps of making jewelry and also with the process of silversmithing. After finishing his apprenticeship, he became a full-fledged jeweler and re-versed his efforts to the extent that he divided his time and energy between the jewelry division of the New York evening high schools which was established at DeWitt Clinton. Mr. Dulk was put in charge of the same classes of both day and evening and during the evening. Upon the retirement of Mr. Zabriskie, principal of the New York Evening High Schools of Industrial Art, Mr. Dulk took charge of the school which is located on East 42nd St. As a result of his connection with Tiffany & Co., Mr. Dulk induced L. C. Tiffany to award, each year, a gold medal and a bronze medal to the students producing the best work in jewelry designing and manufacturing during the year at that school. At the time of his death Mr. Dulk was vice-chairman of this school.

In addition Mr. Dulk conducted studios at Bar Harbor, Me., Manchester, Mass., and Woodstock, N. Y., where his pupils came for instruction. At Woodstock Mr. Dulk assisted in organizing the Woodstock Art Association.

Mr. Dulk was some years ago commissioned to design and make an elaborate pendant for the Empress of Japan. This was to be presented to the Empress of Japan as a special function to be held in Japan. The design in the pendant represented the "Birth of Japan" and after the piece was executed it was sent to the Orient but unfortunately it was lost for a time in transit and arrived in Japan too late to be presented to the Empress. The piece finally found its way back to this country and was in Mr. Dulk's possession until a short time before his death.

Mr. Dulk was a member of the Art Alliance of New York and was for about 20 years a member of the jury for the national Association of Craftsmen, which association he assisted in founding. He was also affiliated with the Round Table, the Metropolitan Museum of Art, and was a member of Mayor Hyman's Art Committee.

The deceased is survived by a sister, Mrs. Katherine Stadman and a nephew.

In speaking of the late Robert Dulk, Dr. George F. Kunz of Tiffany & Co., stated that Mr. Dulk had been on the public schools and continuing on through Cooper Union and the Teachers College and other institutions, gained wide experience and a broad knowledge of art. Mr. Dulk, he remarked, was most earnest, helpful and instructive to all of his students, which, owing to his own personal efforts, resulted in a broad development of the craft which he represented. "It is to be regretted," said Dr. Kunz, "that two such eminent men as Mr. Dulk and Dr. Haney, who died recently, should be removed when they were so much needed. Their work so well carried on will always reflect to their credit and will owe its origin to the splendid efforts of these pioneers."

PAWNBROKER SENT TO JAIL

Samuel Sklar, Philadelphia, Pa., Charged with Conducting a School for Thieves, Must Serve Term of Two Years

Philadelphia, Pa., March 17.—Samuel Sklar, a pawbroker of Lancaster Ave., near 42nd St., who, the police say, conducted a school for thieves, was sentenced yesterday in the county prison on March 15 by Judge Bonniwell in Municipal Court, Room 676, City Hall. Sklar was recently denounced by David B. Solomon, president of the Pawnbrokers Association.

Judge Bonniwell, in passing sentence, told Sklar "there would be fewer robbings if fences and crooked pawnshops, where the goods are usually disposed of, were wiped out."

Sklar was convicted of receiving stolen goods obtained in a series of robberies in various New Jersey towns. James Stafford, colored, now awaiting sentence for larceny, testified that Sklar furnished him and other youths with blackjacks. He also said the pawbroker told him not to operate in Pennsylvania.

The accused pawbroker wanted to call character witnesses, but the court would not entertain the thought, warning the pawbroker he would receive a longer sentence if he did so.

A. I. Kohlzen, Albany Jeweler, Files Petition in Bankruptcy at Utica, N. Y.

Utica, N. Y., March 17.—Abraham I. Kohlzen, 522 Clinton Ave., Utica, N. Y., filed a voluntary petition in bankruptcy in Federal Court today with unsecured liabilities of $3,119 and assets consisting of $250 and fixtures $150. The petition was filed through Attorney James A. Burnham, Jr., of Albany.

Among the 35 creditors, the largest are as follows: Harry Davidson, $250; J. C. Dewd & Co., $165; Holland & Stein, $281; Robert H. Ingersoll & Bro., $66, and E. Jacobson, $147, all of New York; Samuel Pock, $170; Flasof Bros., $125; B. J. Kohlzen, $600; Philip Kohlzen, $165; Myer Kohlzen, $150; Nathan Kohlzen, $150, and Rufus Keller, $120, all of Albany.

Henry Beaufort, a jeweler at Leavenworth, Kan., is in a hospital in that city as the result of injuries received when an electric car operated by the Kansas City and Leavenworth jumped the track at Pepe Station, a few miles south of Lansing.
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15 Maiden Lane NEW YORK, N. Y.
A large attendance marked the annual meeting of the Jewelers' Fraternal Association last Saturday afternoon at the headquarters of the Jewelers' 24 Karat Club, 15 Maiden Lane, New York. Election of officers and the reading of a number of interesting reports were the principal features of the session.

The activities of the afternoon started at 140 o'clock when President George E. F. Hilsinger rapped for order. After Secretary William N. Dutemple read the minutes of the last annual meeting, which were accepted, Acting President-Hilsinger replied to his annual address. His address was as follows:

**PRESIDENT’S ADDRESS**

*Gentlemen:—Just a word to thank you for the confidence placed in me a year ago when you elected me president of this association. We are all to be congratulated upon the year just closed and upon the wonderful condition of the finances.*

At this time I want to thank all the members of the Board of Governors for the time and support they gave to both myself and the association. The details for the year you will hear from the reports of the secretaries and chairmen of committees.

Once more I am going to ask you as have previously the members to be prompt in the payment of your dues and assessments, and to pay them to the secretary-treasurer direct and not to fellow members or the officers.

Again I thank you for the honor you have bestowed upon me and trust that I will be able to give assistance to the incoming president.

The next order of business was the submitmiting of the report of Secretary Dutemple. The report reflected the excellent condition of the association. This report reads as follows:

**REPORT OF SECRETARY DUTEMPLE**

The annual address was the first item on the agenda. In the annual address the secretary reported on the condition of the association as a very secure condition both as regards finances and membership, our quota of 200 being filled. Two deaths benefit of $150 each and one burial piece involved as expenditure of $360. Letters from the two beneficiaries show much appreciation.

Benefit No. 18 was paid without the usual assessment of $110 of each member being billed. Two deaths benefit of $150 each and one burial piece involved as expenditure of $360. Letters from the two beneficiaries show much appreciation.

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Business was the reading of the names of the departed members. This ceremony was performed by President Hilsinger, while the members stood at attention.

Next came the election of officers and the selection of several members to serve on the Board of Governors. The name of William B. Peck, vice-president of the Waite-Thresher Co., and in charge of the New York office of this concern was the only one submitted for the office of president. The nominations were closed and the secretary cast one ballot for the election of Mr. Peck. After being escorted to the chair by George Frey and Harry Kip, the outgoing president turned the gavel over to Mr. Peck, who thanked the members for the honor and assured them he would work for the best interest of the association. He called attention to the fact that he was chosen by the members to serve as president who was not one of the original founders of the organization.

Mr. Peck congratulated those who conceived the idea of the association and told the members that he was proud to be affiliated with such a wonderful body of men. He also expressed the hope that the association would continue to work for the purpose for which it was originated and the members would never forget the underlying principles upon which the society was organized.

The selection of a vice-president was the next task which the members took up. Those present unanimously elected S. H. Ashe to serve in this capacity for which William N. Dutemple was re-elected to serve as secretary and treasurer.

Before the members proceeded to fill the vacancies which existed on the Board of Governors, the secretary read a communication from newly elected Vice-President Ashe in which he offered his resignation as secretary of the Board of Governors. This was accepted, after which the following members were selected to serve for various terms on the Board of Governors: Max Stein, to serve the one unexpired term of Mr. Ashe; Harry Anderson, two years; William B. Fbeckham, for one year, to succeed himself, and William Underwood for one year.

Under the heading of new business, the members discussed several questions, among them being an amendment to the constitution changing the annual meeting day from a Saturday to some other day during the week. This was agreeable to the members and it was recommended to the Board of Governors for consideration. After the Jewelers' 24 Karat Club had been given a vote of thanks for the use of its room, the meeting adjourned at 3:15 p. m.

**JEWELER HELD NOT LIABLE**

Los Angeles Court Decides Owner of Property Stolen from Jewelry Store Cannot Recover from Proprieter

LOS ANGELES, Cal., March 14.—Both the public and the jewelry trade are interested in the pronouncement of a local court last week to the effect that any citizen who places jewelry in the hands of a jeweler as bailee for hire cannot compel the jeweler to make good the loss. This is the decision, in effect, rendered by Judge Craig.

The case in which it was rendered was the suit by Charles Klein against J. Van den Akker for $500 for the loss of a ring and brooch which were among the loot taken by a robber who entered Van den Akker's jewelry store Oct. 10, 1921. Klein asked the jeweler to reimburse him for the loss and the latter refused.

The court in deciding for the jeweler made the new point of law that the old principle that a "bailee for hire" is not an intruder of the property entrusted to him to work upon and need only use due care and diligence in the protection of the property.

Extensive changes are being made in the jewelry manufacturing and repair plant of Goldstein & Swank, 405 Main St., Worcester, Mass. The firm has outgrown the present quarters and the firm has found it necessary to take more floor space.
American Gem & Pearl Company

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Can be applied to any work where pin tongues are used.

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Manufacturer of
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FOR ALL PURPOSES
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The Jewelers' Circular Publishing Co.
11 John St., corner Broadway, New York
An Important Decision to the Business World

U. S. Circuit Court of Appeals Upsets Federal Trade Commission in Mennen Case and Decides that Manufacturers May Make One Price to Wholesalers and Another to Retailers Irrespective of Quantity Purchased

One of the most important decisions to the business world of the country that has been handed down in years, was rendered Thursday by United States Circuit Court of Appeals in the Second District, in the controversy arising between the Mennen Co. and the Federal Trade Commission over the right of the former to discriminate in price between jobbers or wholesalers or retailers on the hand and retailers or groups of dealers on the other. The Mennen Co. was sustained in every particular.

In a recent decision, the Federal Trade Commission had declared that the Mennen Co. had violated the anti-trust law in making one price to wholesalers and another to retailers and mutual co-operative organizations of retailers. The Commission took the ground that the Mennen Co. had no right to discriminate between purchasers of the same amount of goods, whether they call themselves wholesalers or retailers. In other words, the jobber or wholesaler could not be recognized as having any different status from the retailer despite the service that he gave in the way of distribution; but it was a question of quantity that should determine equality of prices.

This decision of the Federal Trade Commission was so important that not only was it fought by the Mennen Co. but when the latter appealed from the decision of the Federal Trade Commission to the United States Circuit Court of Appeals, many other organizations in different industries asked to be heard. The National Wholesale Jewelers' Association through its counsel, Felix H. Levy, filed a brief on the subject, amounting to an answer or a reversal of the order of the commission, Mr. Levy also representing at the same time, the National Wholesale Dry Goods Association, the National Hardware Association, the National Stationery Dealers' Association, the American Brush Manufacturers' Association, the National Floor Covering Association, etc.

The decision of the Circuit Court of Appeals which was written by Judge Henry Wade Rogers, completely upset the contention of the Federal Trade Commission and sustains the claims of the Mennen Co., and the counsel for the various trade associations in the claim that the manufacturer may sell his products to the wholesaler at one price and to retailers at a relatively higher price, making a discount to the wholesalers for the service which they render him as distributing agents.

Incidentally, in the decision it was made clear that the Mennen Co. was in no sense a monopoly and that it might even refuse to sell to retailers if they so desired. Says the court:

"Where the Mennen Co. did was to allow to wholesalers who purchased a fixed quantity of their products a certain rate of discount, while to the retailers who purchased the same quantities it denied the discount rates allowed to the wholesalers. This does not indicate any purpose on the part of the Mennen Co. to create or maintain a monopoly.

"The company is engaged in an entirely private business and it has a right freely to exercise its own independent discretion as to whether it shall sell to wholesalers only or whether it shall sell to both wholesalers or retailers, and if it decides to sell to both it has a right to determine whether or not it shall sell to the retailers on the same terms it sells to the wholesalers. It may announce in advance the circumstances, that is, the terms, under which it will sell or refuse to sell."

The Mennen Co. did not discriminate between wholesalers, but sold to all wholesalers on one and the same scale of prices, said the court.

"In conclusion," says the decision, "it ought perhaps to be said that we have not been unmindful of the fact that the Mennen Co., in classifying purchasers into two groups, those of wholesalers and retailers, placed in the group of retailers a class of mutual or co-operative corporations which purchased in large quantities the Mennen products. These mutual or co-operative corporations, it is admitted, consist solely of the retailers in the same line of trade, the stock being held exclusively by retailers.

"The fact that these individuals, admitted by the counsel for the Federal Trade Commission to be retailers, see fit for their own convenience to organize themselves into a corporation which they constitute their agent for purchasing purposes does not change their character or the character of their purchases, and convert them into wholesalers."

Felix H. Levy, 128 Broadway, who participated in the Mennen appeal as counsel for the National Wholesale Jewelers' Association and several other associations of wholesalers, said:

"The recent decision by the United States Circuit Court of Appeals in the Mennen case is of far-reaching importance. The Federal Trade Commission issued an order directing the Mennen Co. to discontinue its policy of giving a larger discount to wholesalers than to retailers; and also condemning the practice of the Mennen Co. in classifying as retailers, mutual or co-operative corporations or buying agencies. The decision in all respects confirms the legality of the Mennen Co.'s system.

"The principal ground upon which the Federal Trade Commission based its order against the Mennen Co. was that the latter's procedure involved violation of a provision of the Clayton Law, which declared it unlawful for any person to discriminate in interstate commerce between different purchasers buying the same quantities, where such discrimination tended to substantially lessen competition or produce a monopoly. The decision makes clear that this provision was intended to prevent great corporations from destroying the business of their own competitors by reducing prices in the particular territory where a competitor was operating, and maintaining such reduced prices until such competitor was driven out of business. The court decided that this provision had no bearing whatever with reference to competition among the customers of any manufacturer. The principal basis of the Trade Commission's complaint was that co-operative buying agencies in being denied the same discount as wholesalers, would be driven out of business. The court held that these buying agencies were in fact retailers and that they had not become wholesalers merely because they bought in wholesale quantities for the retail concerns which were members of such agencies.

"The court said:

"'The Mennen Co. is engaged in an entirely private business and it has a right freely to exercise its own independent discretion as to whether it will sell to wholesalers only or whether it will sell to both wholesalers and retailers, and if it decides to sell to both, it has a right to determine whether or not it will sell to the retailers on the same terms it sells to the wholesalers. It may announce in advance the circumstances, that is, the terms, under which it will sell or refuse to sell.'"

"Stated briefly, the decision upheld in every respect the contention made by the Mennen Co. and by the trade associations which participated in the appeal, that a manufacturer has the right to select his own customers, to sell or not to sell to whom he pleases, and on whatever terms he chooses to fix. It makes clear that co-operative buying agencies cannot require a manufacturer to sell to them at the same prices as are given to wholesalers. In short, it gives to the manufacturer the unqualified right to conduct his business as he sees fit with respect to the customers to whom he sells and the prices at which he sells."

"The decision may be summarized by the following statement made by the court:

"'The right of the individual to exercise reasonable discretion in respect to his own business methods must be preserved, and in the following statement:

"'We have no doubt that the Mennen Co. had the right to refuse to sell to retailers at all, and if it chose to sell to them, that it had the right to fix the prices at which it would sell to them and that it was under no obligation to sell to them at the same price at which it sold to the wholesalers.'"

"With regard to the co-operative buying agencies, the following statement of the court is interesting:

"'These mutual or co-operative corporations, it is admitted, consist solely of the retailers in the same line of trade, the stock being held exclusively by retailers. The fact that these individuals, acting for their own convenience, and to organize themselves into a corporation which they constitute their agent for purchasing purposes, does not change their character or the character of their purchases, and convert them into wholesalers. Whether a buyer is a wholesale
Sold only to the better class of Jewelry shops

At last—the W.W.W. GUARANTEED PEARL NECKLACE!

Like W.W.W. GUARANTEED RINGS, they are sold only to the legitimate retail Jeweler—never to the department store or mail-order house.

Back of this promise is the integrity, the well-known reputation of a house with whom you have done business in the past, or know about, because of the firmly established W.W.W. Ring line, nationally known and advertised.

The W.W.W. Pearl proposition is as novel and different as the W.W.W. Ring line. Why not mail the coupon today? It will cost you nothing, but will tell you in full why it is to the interest of every good Jeweler to feature W.W.W. GUARANTEED PEARL NECKLACES.

White, Wile & Warner
“Makers of W. W. W. Guaranteed Nationally Advertised Rings”
Buffalo, N. Y.
DEATH OF J. R. STADLINGER

Buffalo Jeweler Who Also Produced Hand-Painted China and Glassware Passes
On After Illness of Five Months

BUFFALO, March 19.—John R. Stadlinger, who has been identified with the jewelry of Buffalo, and three brother Masons in the city, passed away at his residence, 11 Robie Ave., on the afternoon of March 11, after an illness of five months. He was born in New York City in 1862.

Mr. Stadlinger entered the wholesale jewelry business shortly after coming to Buffalo in 1883, occupying quarters in the building at the corner of Main and Mohawk Sts. He later confined his efforts to materials and findings alone and about 10 years ago, when hand painted china and glassware came into vogue he specialized in these articles, employing his own staff of artists and turning out some of the finest merchandise of the type in the country. In later years his establishment has been in the Ojibway-Collins building, 534 Main St.

Mr. Stadlinger was a member of the Knights of Maccabees, the Royal Arcanum and the Foresters. He is survived by his widow, Jennie White Stadlinger; four sisters, Mrs. William Gaub, New Brunswick, N. J., Elisabeth, Rose and Johanna, and the brothers, Jacob and Mrs. Peter A. and Henry E. Stadlinger, of this city.

LAST HONORS PAID

Funeral of Late Edwin D. Washburne Held in Brooklyn; Was 33rd Degree Mason

The body of Edwin D. Washburne, head of the Edwin D. Washburne Co., Inc., importers of diamonds and makers of jewelry, 7 Maiden Lane, New York, and whose death was announced in these columns last week, were laid at rest on Tuesday afternoon, March 13, in Woodlawn Cemetery. Mr. Washburne's death was caused by pneumonia, following an illness of 10 days. Edwin D. Washburne was born in a small New York State town in Rensselaer county on Dec. 22, 1850. While still young, Mr. Washburne's parents moved to Vergennes, Vt., where he later received his early education. When youth he came to New York and finally entered the employ of E. H. Thrall, a jeweler, with whom he remained for 13 years. After severing his connection with Mr. Thrall, he formed a partnership in 1893 with Charles W. Holton, and engaged in the diamond business, at 25 Maiden Lane. Mr. Washburne started for himself and in 1913 incorporated his business under the style of Edwin D. Washburne Co. He was one of the first tenants to move into the building at 7 Maiden Lane and at the time of his death had been connected with the trade on the "Lane" for more than 40 years.

Mr. Washburne was one of the oldest and most prominent 33rd degree Masons in this city. He was crowned a 33rd degree Mason on Sept. 16, 1850, in Cleveland, O.

The funeral services were held at the Aurora Grata Cathedral, Bedford Ave. and Madison St., Brooklyn, under the auspices of the Masonic Order. At the time of his death, Mr. Washburne resided at 82 27th St., Jackson Heights, Elmhurst, N. Y. The deceased is survived by a widow.

SQUARE CLUB FORMED

Master Masons in the New York Jewelry and Allied Trades Organize and Elect Officers

A meeting was held in the directors' room at the National Jewelers Board of Trade last Saturday at which time the Jewelers' Square Club of the City of New York was organized and officers elected.

The gathering was attended by about 50 Master Masons of the jewelry and allied trades in New York and letters from others not able to be present at the organization meeting were received. The club will affiliate with the National League of Masonic Clubs.

The officers elected are as follows:

President, George E. F. Hilsinger; vice-president, George J. Klinick; treasurer, I. Lassner; secretary, Otis A. Edwards, Jr.; Sergeant-at-Arms, James Thies.

At this meeting William B. Noll, vice-president of the National League of Masonic Clubs; Right Worshipful Alexander M. J. Knittel, past president of the Police Square Club and Robert H. Hibbard, first deputy vice-president of the New York League of Masonic Clubs addressed the Masons, giving interesting talks. They offered their services to the Jewelers' Square Club at any time. Their aid in organizing the club was greatly appreciated and they were made honorary members at the first meeting.

Details as to a permanent meeting place and other matters in connection with the club are now in the hands of a committee. By-laws will also be drafted to be presented at the next meeting.

Further information regarding the club can be obtained by Master Masons in the New York jewelry and allied trades from Secretary Edwards, 21 Maiden Lane.
Is Your Watch a Timepiece Or only an Ornament?

HERE is nothing which violates the laws of good taste quite as much as a wrist watch worn when it won't keep time.

Yet how often a watch is selected for appearance alone, with dependability taken for granted — only to prove that it wears all its beauty and value on the outside.

It is in this respect that Bulova watches invariably differ. Were you to select a watch for beauty alone, you would undoubtedly select a Bulova, for Bulova cases are the most beautiful that artists can design. But, equally important, Bulova works are made by craftsmen whose duty and pride it is to make accurate watches. Thus, the movement of even the least expensive Bulova is invariably worthy of the richest setting.

When you next select a watch, whether a miniature wrist watch or a man's pocket watch — whether a $25 watch or a $2,500 watch — look for the name Bulova. Having found it, you have assured yourself not only of outward beauty, but of beauty and accuracy combined — true beauty that is useful as well as ornamental.

J. BULOVA COMPANY
FIFTH AVENUE, AT 36TH STREET
NEW YORK

To Help You Sell More Bulova Watches!
Another Full Page in April 7th Issue of Saturday Evening Post
Mr. Remington has risen from a seeker of success to the presidency of his own gold refining company. For 31 years Mr. Remington worked for others. Then he borrowed $500 at 10 per cent. interest and went in business for himself. That was on March 1, 1879. Three years later the investment had grown to $9,000. In 44 years the $500 had increased 60 times or more. Mr. Remington's original investment has brought him over $941,000. These figures are presented because they inseparably are linked with the life of a man who rose from the most humble position in a cotton mill to become a prominent business man and a large owner of real estate.

Mr. Remington has not had an easy life. His education was limited. He was forced to go to work at the age of seven years to help support a large family. He never received a gift of money or property from anybody, nor did prosperity come suddenly as the result of investing in a "get-rich-quick" scheme. The $500 capital upon which his business was founded was hired upon the security of a small house which he paid for with money saved during the years he was a mill hand, according to an interview with him by the Providence Journal.

"But how did you do it? What are your rules for success?" Mr. Remington was asked.

"Any measure of prosperity which may be mine came as a result of hard work, push and good health," he says. "It is difficult to work hard if one's health is not good, but good health without hard work will not bring success. It's trite, but true. Hard work brings success.

It was on the 44th anniversary of the metal refining business which he founded in the basement of a small building on Potter St., now Garnet St., that Mr. Remington a few days ago leaned back in his swivel chair, lighted his pipe and announced to the office, "just to visit," as he puts it.

"Couldn't expect me to stay away more than half a day," he added. He opened his desk with the soliloquy, "Guess I'd better run through these letters."

The visit lasted most of the morning and then he decided to make his full retirement announcement. "A man who has worked 75 years wouldn't know what to do with himself if he couldn't drop in on the old job part of each day. Leastwise I wouldn't," he observed.

That little incident seemed typical of the man. As he spoke of his early struggles, hard and unrequiting, and told of his later days, his life seemed naturally divided into three periods. He was boy until he reached the age of seven. Then he became a man; that is, by working to help support his family he shouldered the responsibilities of manhood. For 31 years he worked in various cotton mills up and down the Pawtuxet Valley and in the refining and smelting plant of the late John Austin in this city. Then he became his own employer.

"I thought of going into business for myself for some time, but I took the final plunge suddenly and unexpectedly," said Mr. Remington, as he recalled his experiences of nearly half a century ago. "I had been working for Mr. Austin for 15 years, and during the last two years of that time I had an interest in the business. I did much of the buying and had general oversight of the machinery, as I was mechanically inclined and had had considerable experience setting up looms and tinkering with machinery used in the cotton mills.

"A written agreement with Mr. Austin and I had expired in February, 1879. We discussed our relationship in the business, and, as Mr. Austin failed to draw up a new agreement to my liking, I refused to sign it. I decided to leave Mr. Austin and start in for myself. I laughed at the idea, saying that I couldn't get enough money to buy the necessary machinery.

"For a time it seemed as though his prediction would prove true. I owned a little house on Hammond St., but for several days I lived in it in the hope that someone would lend me $500 on this security. Then, as I was about ready to give up, I found a man who lent me the money at 10 per cent. interest. Charles Barber, who had also been in the employ of Mr. Austin, raised a similar amount, and we formed a partnership.

"We rented the basement of an old brick building on Potter St., now Garnet St. Our limited capital made the purchase of much machinery impossible, so we made the most of what was used ourselves. At the end of the second week in March our new plant was fitted up for business. On Monday I visited many of the jewelers and in that one day secured enough business to keep us both employed for two weeks."

The partnership was later dissolved and with the $8,000 which was his share Mr. Remington continued in business. When the Civil War broke out he enlisted and after serving his country returned to the refining business.

In 1888 Mr. Remington took his son, Albert A. Remington, into partnership. The same year he purchased a plot of land and erected a five-story brick building at 91 Friendship St. The company is now located in this building, but some of the refining work is still done in the old Garnet St. building. In 1901, Mr. Remington's other sons, Horace E. and Clarence G. Remington, were admitted to the business and a corporation formed.

Mr. Remington is now the oldest gold refiner in this city. When he started in business there were only two other refining firms in Providence, but now there are approximately a dozen. He has seen his business grow from nothing to the point where he furnishes gold and silver jewelry in addition to much gold.

The significance of Mr. Remington's work is made more clear by a brief résumé of his early life. He was born in Cranston, R. I., in Fiskeville village, Aug. 1, 1841, the son of Thomas R. and Almira Dyer Remington.

What little education he received was obtained in the public schools of Warwick.

Mr. Remington was a member of the Board of Aldermen of Providence in 1898 and 1899. He is a 32d degree Mason.
Mr. Charles Anshen, one of the founders of this concern, has retired from all active business.

The policies which have established our good will with the trade, will be continued.

Our sample lines, introducing many new designs, will soon be ready for presentation by our salesmen.

We thank you for your past cooperation.

A & Z CHAIN COMPANY
116 Chestnut Street Providence, R. I.

Represented by

JESSE FRANK
96 Spring Street
New York City

S. A. PHILLIPS
Middle West

L. J. PRACHT
South West

F. V. GLIDDEN
Pacific Coast

J. H. KNOSMAN
31 No. State Street
Chicago, Illinois

S. C. STRAUS
South

B. H. ROSSMAN
New England

B. ZETLIN
New York State
MEMBERSHIP CAMPAIGN

National Jewelers Board of Trade Conducting Drive in Chicago, Cincinnati and St. Louis

After spending a week in Chicago, St. Louis and Cincinnati assisting in the membership drive launched recently by the National Jewelers Board of Trade, Fred C. Backus, secretary of this organization, returned to New York on Monday well satisfied with the progress being made in the campaign.

Mr. Backus reports that since Jan. 1, the Board has received 126 new applications for membership and expects that by the time the next meeting of the directors is held 1,500 will have been enrolled. As the result of the campaign now being held the Board expects that before the drive ends the membership will total 1,500.

In Chicago, Mr. Backus reported that he met with the Board's directors on two occasions last week at the Chicago Athletic Club, on the membership campaign and other business. The headquarters of the drive is Chicago and at both meetings Mr. Backus reported a number of applications for membership were received as well as reports from the various team captains. The chairman is expected to call another meeting of this group, at which time it is predicted a larger number of other applications will be submitted.

Secretary Backus met last Thursday with the Board's directors in Cincinnati, at which time a list of eligible candidates for membership was gone over. Several applications had already been received from that city and the prospects are that a number of others will be soon forthcoming.

Mr. Backus also reported satisfactory results from St. Louis. During his trip Secretary Backus stated that he heard many favorable comments on the excellent work which the Board is accomplishing, especially that of prosecuting fraudulent bankruptcies and the carrying on of the work of the good and welfare and other committees.

Mr. Backus favorably commented upon the enthusiasm and interest with which the various team captains and others connected with the drive have entered into the work and the splendid co-operation they have given.

Death of Henry A. Barlow

PROVIDENCE, R. I., March 17—Henry A. Barlow, one of the best-known expert jour- nald and lifelong residents of this city, died suddenly at his home, 43 Potter Ave., last Sunday night. He was in his usual health when he awoke, but had an unexpected attack of heart failure and expired almost instantly.

He was born in the South Providence section more than a century ago, and after graduating from the public schools entered the employ of the manufacturing jewelry house of the J. W. Feeley Co., with whom he remained until his firm discontinued business, when he became associated with the Fred C. O'Neill Co., with whom he was identified until his death.

He was a member of the Holy Name Society of St. Michael's Church and of What Cheer Court, No. 1, Foresters of America.

THE JEWELERS' CIRCULAR

He is survived by his widow, one son, two daughters and three sisters.

Infringer of "Kum-a-Part" Patent Pays Damages and Permanent Injunction Is Granted to Complainant

In an article referring to the issuance of a permanent injunction in the case of Charles Broadway Rouss, in the suit brought by the Baer & Wilde Co., Attleboro, Mass., which was published last week no mention was made that the complainant was paid substantial damages by the defendant concern.

Although no reference was made to this settlement in the injunction, the plaintiffs state that by mutual understanding the suit was closed by agreeing to the injunction and the payment of damages.

This action involved the use of the trademark "Kum-a-part" which the United States District Court adjudged as valid and the exclusive property of the Baer & Wilde Co. The plaintiffs in the action alleged that Charles Broadway Rouss, Inc., a New York wholesale house, was offering for sale in its mail order catalog under the name of "Kum-a-part," separable cuff buttons which it was alleged resembled in appearance the product of the Baer & Wilde Co., but which proved to be a cheaper article.

The plaintiffs alleged that the sale of these goods by the Rouss concern, greatly damaged the reputation of its product. In August, 1921, the plaintiffs obtained a preliminary injunction against the Rouss concern and recently when the case came up for final adjudication a permanent injunction was issued by Judge L. Hand.

G. & G. Chain Co., Cranston, R. I., Adjudicated a Bankrupt

PROVIDENCE, R. I., March 17—Upon its voluntary petition the bankruptcy court granted to the G. & G. Chain Co., of 19 Roland Ave., Cranston, was on Thursday adjudged by Judge Arthur L. Brown in the United States Court for the District of Rhode Island as bankrupt and the first meeting of creditors will be held at the office of the referee, Frank Healy, room 1001, Turk's Head building, on March 27 at 2:30 o'clock. The assets are given at $2,481.29 and the liabilities $2,260.09.

The business was started in 1920 by Arthur L. Brown, with an authorized capital of $10,000, of which $5,000 was alleged to have been paid in. In September, 1922, H. Reichsetter became interested and very recently the business purchased the interests from the Messrs. Goeckel. A combination of conditions made it necessary for Mr. Reichsetter to begin bankruptcy proceedings in order to straighten out the business.

A concern in India desires to purchase books on the art of polishing and real testing for their jewelers, as diamonds and pearls, instruments therefor, and enamels of all colors for use in different qualities of gold. Quotations, c. i. f. Indian port. Payment, by letter of credit. Further information write to the Bureau of Foreign and Domestic Commerce at Washington, D. C., or any of its branches and refer to file number 5773.

Providence Manufacturing Jewelers Attend Annual Souvenir Banquet of Town Criers

PROVIDENCE, R. I., March 17.—Manufacturing jewelers of this city were well represented at the annual souvenir banquet of the Town Criers held last Wednesday evening at the Elks' Auditorium. More than 500 fellow souvenirs enjoyed a brief vacation from their proverbal bell-ringing and spent several hours in feasting and frolicking, the grand finale of which was a peek into the tomb of the now famous Egyptian king, "Tut-ankh-Amen," and a departure from the festivities laden with souvenir bags and valuable gifts from the ruler of Luxor, in this instance not the original king but his special representative, H. Nelson Street, secretary of the Retail Merchants' Division of the Providence Chamber of Commerce. The affair was attended by the reigning crier to be the "greatest event since the deluge."

The banquet was preceded by a reception and inspection of the prices on the miscellaneous line of goods. Among the donors of prizes and souvenirs were: Henry H. Daum & Son, of 39 Third St., F. L. C. Keene, of 1434 Broad St., F. A. Stoddard, of Thomas W. Lind Co., buttons and brooches; The Outlet Co. (J. Samuels & Bro., Inc.), bags; Bros. Bros. & Rogers, Inc., letter pins for ladies; Rhode Island Welding Co., pencils; What Cheer Printing Co., pencils; William T. Wilson (optometrist), court platter in celluloid cases; Holmes & Edwards Silver Co., silver nut picks; American Emery Wheel Works, ladies' overnight bag; A. C. Arnold, pencil sharpener; Attleboro Sun, cuff links; Baird-North Co., nickel-co silver casarole; William F. Baker, fountain pens; George F. Berkander, Florentine ladies' jewelry set; V. E. Black Co., inc. cuff links; Callender, McAslan & Troup Co. (The Boston Store), boudoir lamp; E. L. Freeman Co., fountain pens; Frederic Hamilton (optometrist), pair of automobile glasses; L. Heller & Sons, string of pearls; the H. M. H. Co., Pawtucket, ladies' neck chain; Inland Art, candlesticks and shades; J. J. Jacoby, Inc., silver belt buckles; Kaplansey Bossed Diamond Co., jewel case; Karpeles Co., strings of pearls; Harry Klitzner, emblem spoons; Clark Mays, gold-filled pencils; Ostby & Barton Co., jewelry; Tilden-Thurber Co., merchandise; Wolcott Mfg. Co., cuff buttons; Baer & Wilde Co., Attleboro, Kum-A-Part cuff buttons.


Karl Fisk, West Union, Ia., has sold out his business to Arthur Helgeson.
Banquet of Boston Jewelers' Bowling League

Prizes Awarded at Enjoyable Dinner Marking Close of the Season's Schedule
—Many High Scores Made—Several Guests of Honor

Boston, Mass., March 16.—An eminently successful season was brought to a close last night by the Boston Jewelers' Bowling League with a banquet at the hotel Brunswick when 150 guests and members made merry for several hours, each diner scoring a high single on his own account and adding greatly to the aggregate total of fun and festivity. The exhilaration was augmented by a jazz band and a topping improvised concert.

President Fletcher, in his inimical style, welcomed the guests and members. "The year," he said, amid boisterous cheering, "has been entirely successful from all points of view. We have enjoyed ourselves and we have come in closer touch with our brothers in the trade. The firms we represent have given us unlimited backing, both financially and otherwise.

"Where can you find in New England, or anywhere else in the country, a bowling league with $1,000 worth of prizes? "The competition has been keener than ever, and although the Bigelow Kennard Co. team came out on top for the second time by Bigelow, Kennard Co.; high individual average, a mirror clock, value $110, presented by the Waltham Watch Co., and won by Samuel N. Robin- son, of Hodgson, Kennard Co.; high three string individual total, a 14-karat, 21-jewel Illinois watch, value $100, presented by the Illinois Watch Co., won by D. Joseph Manning; high single string, 14-karat Elgin watch, valued at $75, presented by the Elgin Watch Co., won by Albert V. Johnston.

The presentation of prizes was made by Mr. Fletcher, the recipients being greeted with loud applause. The president announced that Mr. Marshall, of the Waltham Watch Co., had promised that as long as the league exists a mirror clock, like that presented last night, will be given as one of the prizes.

The four main prizes were awarded as follows: High team, solid silver cup, value $150, presented by the Gorham interests, and won for the second time by Bigelow, Kennard Co.; high individual average, a mirror clock, value $110, presented by the Waltham Watch Co., and won by Samuel N. Robinson, of Hodgson, Kennard Co.; high three string individual total, a 14-karat, 21-jewel Illinois watch, value $100, presented by the Illinois Watch Co., won by D. Joseph Manning; high single string, 14-karat Elgin watch, valued at $75, presented by the Elgin Watch Co., won by Albert V. Johnston.


The menu was excellent and after the waiters had cleared away, a beautiful bouquet of American roses was presented to President Fletcher. It was the gift of Mr. Woodside, of the E. B. Horn Co. A cablegram from Fred Horn, who is in Havana, conveyed good wishes to the league.

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The business of C. E. Ray, at Johnson City, Ill., has been burned out.

Market Prices for Silver Bars

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

<table>
<thead>
<tr>
<th>Date</th>
<th>London Official</th>
<th>U. S. Gov't Standard</th>
<th>Selling Price Silver,</th>
<th>Assay Bars Price</th>
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<tr>
<td>March 13</td>
<td>32¼</td>
<td>69¼</td>
<td>99¢</td>
<td>99¢</td>
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<tr>
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<td>32¼</td>
<td>70</td>
<td>99¢</td>
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<tr>
<td>March 15</td>
<td>32¼</td>
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<td>March 16</td>
<td>32¼</td>
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<td>March 17</td>
<td>32¼</td>
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<tr>
<td>March 19</td>
<td>32¼</td>
<td>69¼</td>
<td>99¢</td>
<td>99¢</td>
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</tbody>
</table>

Thomas H. Ward, receiver of Moe Anderson, Jeweler and Loan broker of Syracuse, N. Y., filed his report in Federal Court here today showing that he had received a total of $5,392 from stock of jewelry and other assets. Federal Judge George W. Ray ordered that the receiver pay to each of the appraisers $35; pay to himself as receiver, $296; to his attorneys, Tracy, Chapman & Tracy, $694; to Referee Ben Wilks, $50; to Yates Hotel, for rent, $1,250, leaving a balance of $4,086, from which the creditors will receive a dividend.
THE JEWELERS' CIRCULAR

March 1, 1923

Arthur L. Aldred has been elected pres-ident of the Wannamoissett Country Club.
The People's Savings Bank has discharged a mortgage for $2,500 against property of John Skipp.
Misses Mrosbian has filed a statement at the city clerk's office that he is now the sole owner of the Z. & B. Enameling Co., 19 Calender St.
Kirtland H. Wilson and Henry A. Staples have started in business under the firm name of the Crown Emblem Co. at 350 West-minster St.
The Empire Enameling Co. has taken new quarters at 183-185 Eddy St., in the Fitz-gerald building, and will remove thereto from 151 Pine St. on April 1.
The Hanson & Van Winkle Co., successors to the R. A. McIntire Co., has removed in Providence business from 137 Chestnut St. to larger quarters, 36 Garnet St.
Ralph Colwell, having been appointed by the Municipal Court as administrator of the estate of the late J. W. Manchester, has qualified and entered upon his duties.
Frank L. Barrows is a member of the committee for the banquet to be held at the Dreyfus Hotel by the First Light Infantry Veterans of Foreign Wars, Thursday evening, March 26.
A hearing will be held in the United States Court for the District of Rhode Isl-land, on March 31 at 10 o'clock on the PETITION of the Randall Square Mission, this city, for a discharge in bankruptcy.

An act was introduced in the lower branch of the State General Assembly the past week increasing the annual appropriation for scholarships at the Rhode Island School of Design to $3,000.
Plans are being prepared for a brick build-ling, 66 by 80 feet, at the corner of Atwell's Ave. and Putnam St., for the W. & W. Jewelry Co. It will contain five stores with plate glass fronts.
J. A. Brown, with the Providence office of the National Jewelers Board of Trade, made a business trip through north-eastern New England the past week in the interests of the Board.
The case of Francisco Costabile & Sons against the Robinson Jewelry Co., which was on the trial calendar of the Superior Court for a hearing on Wednesday, was passed for re-assignment.
The annual dinner of the Rhode Island Optometric Bowling League will be held at the Dreyfus Hotel on Thursday evening, April 2, at 6:30 o'clock, at which time the season's prizes will be awarded.
Spear & Suskind have taken over the other half of the second floor at 21 Eddy St. which they occupy and now have 5,000 square feet of floor space.
New fixtures have been ordered and will be installed at once.
Benjamin Zettlin and Benjamin H. Ross-man have purchased Charles Anshen's in-terest in the A. & Z. Chain Co. They are going to continue the busi-ness on the same policies as in the past.
Thieves attempted to force an entrance to the Strand & Ochs, optometrists, 514 Westminster St., early last Monday morn-ning. They had cut a large light of glass in the front door with a glass cutter when they were frightened away.
Representative Lamarre, of Pawtucket, has introduced an act in the lower branch of the General Assembly amending the general laws concerning "Itinerant Vendors," which would require all vendors to be in business in this State 10 months instead of three be-fore issuing license.
Work has been started on a new jewlery factory building at Manucentre, off Eddy St., for the M. F. Williams Co. It will be one story high and will have an L 30 by 50 feet, and will have a basement. It will be of brick and steel construction, with no ob-structing posts.
Upon petition of Roy S. Williston, watch repairer and jobber, Washington St., this city, who was adjudged bankrupt several weeks ago, the firm of Roy S. Williston Co. was dissolved in bankruptcy by Judge Ar-thur L. Brown in the United States District Court the past week.
Twelve new members were elected at the monthly meeting of the directors of the Jewels & Plate Glass Fronts. They are: Dr. E. E. Manchester, who has qualified and entered upon his duties.

The Outlet Buyers' and Managers' Club and the Outlet Service Club held a joint din-ner and meeting Thursday evening at the Crown Hotel at which Col. Joseph Samuels, president of the firm, acted as chairman. Following the dinner there was a general discussion of store problems and methods of con-coordinating the work of different depart-ments.
William G. Lawton, son of the late John F. P. Lawton, for many years secretary of the Gorham Co., with which the son was also identified for several years, was in charge of the 28th anniversary celebration of the Randall Square Mission, this city, on Sunday last. This mission was organized by W. G. Lawton and is the oldest in the country.
The appraiser's inventory of the personal property of the estate of the late John F. K. Brown, filed with the Probate Court in this city, shows the following items: Inventory of the John F. Brady plating plant, $12,529; inventory of Flexograph plant, $500; 892 shares of the Warwick Sterling Co., $4,460; notes receivable, $5,050; accounts receivable, $10,216; cash, $5,378.
A fire which started in the department store of the J. C. Mailloux & Sons Co., Cumberland and Clinton Sts., Woonsocket, last Thursday, burned three buildings and threatened the entire social district of that city. The entire loss was about $300,000, of which more than half was suffered by the Mailloux company. The firm has a large watch, clock and jewelry department.

Among the jewelry buyers reported in Providence and vicinity the past week were the following: J. S. Adler, of Samstag & Hilder Bros., New York city; Philip Stern, New York city; George Reid, of G. W. Reid Co., Ltd, Toronto, N. S.; William Mar-golin, of the Princess Jewelry Co., Mont-real, Que.; Mr. Simons, of the Philip Simons Mfg. Co., Chicago, and Mr. Brown, of F. & W. Grand, Inc., New York city.

The contract has been awarded for the new S. S. Kresge building on Main St., Woonsocket, to be occupied by that concern, on land belonging to Harris Fellman, retail jeweler, who will have a store in the new building. The building is to be of brick, two stories high, the general measurements being 124 feet.

The following have been removed and work on the new structure will begin at once, to be completed in the Fall: Henry A. Davis, ex-president of the block, for about 50 years an employee of the manu-facturing jewelry concern of C. H. Cooke Co., 61 Peck St., died Thursday of heart disease at his home, 50 South St., where he had been ill about three months. He was born in Taunton, Mass., but spent most of his life in this city, going to his trade immediately after leaving school and had always been in the employ of the Cooke Co. He is survived by his widow, daughter and son.

Damage of about $300,000 was caused by a fire in the Opie block, Woonsocket, and was caused largely by P. H. Opie Co., department store. The block was completely destroyed. The Opie Co. has just re-established itself in the building, which had been destroyed by the one destroyed by fire seven months ago. The firm had a jewelry department valued at several thousand dollars. Among the occ-cupants of the building was the Laclade Gift Shop, whose stock was valued at nearly $10,000.

A newly invented microcrometer, which had just been completed to be taken to New York and Philadelphia for exhibition, was stolen from the home of Fernando O. Jacques, Jr., 31 Depez St., by thieves who broke into his residence by forcing a side window during the absence of the family one night last week. Mr. Jacques is proprietor of the Central Tool Co., of Auburn, and is the inventor of a number of scientific instru-ments. He had been working upon the micro-crometer for several months.

The Ostby & Barton Ladies' Bowling League, after bowling for 25 weeks, closed its season last week with a dinner and presentation of prizes at the Narragansett Hotel. President Minnie C. Lynch and the General Manager, after bowling for 25 weeks, closed its season last week with a dinner and presentation of prizes at the Narragansett Hotel. President Minnie C. Lynch and the General Manager, Ralph G. Ostby, sales manager, and D. C. Suther-land, superintendent, were guests. After the dinner the presentation of prizes was inter-spersed with remarks by guests and vocal and instrumental music. The silver cup was awarded to Team No. 5, Miss Mollie Curtis, captain.

Mr. Skipp died Friday morning at the home of his son, 109 Summit St., East Providence, his death coming within a week of that of his wife. He was in his 86th year and had been employed as an ornamental designer by the W. J. Feeley Co. and the Cathedral Metal Co., both of this city, for a great many years. Previous to that he was for 22 years with the Shreve, Crump & Lowe Co. of Boston. He was born in Birmingham, England, and was the last of a family of five brothers. He came to this country in 1899. He is survived by his son and two grandchildren.

The Harry H. Green jewelry store for twenty years located at 409 Nicollet Ave., Minneapolis, Minn., has been moved next door to 407, where larger accommodations are afforded.
MASTER Silversmiths in four Gorham Shops never depart from the thorough methods of former generations; yet they are always creating new attractions for present time requirements. Sterling Silver of the highest quality and variety, but not the highest price, is the double standard achieved by Gorham.

Gorham Productions in Sterling Silver also in Silver Plated Ware are obtainable from 6500 Authorized Dealers.

FIFTH AVENUE AND 36TH STREET
17 MAIDEN LANE
NEW YORK
THE JEWELERS' CIRCULAR

May 14 to 19 is B a typographical error. A most unfortunate character, Silver Week a mis-statement was made in the editorial last week telling of the co-operation of dealers with the Sterling Silverware Manufacturers' Association and the American National Retail Jewelers' Association, in establishing National Sterling Silver Week. The mistake was in the data given in the editorial which should have read, May 14 to 19, inclusive, as these are the dates accepted by the various organizations including the National Jewelers' Publicity Association and the trade press, for celebration of National Sterling Silver Week all over the country.

The Jewelers' Circular deeply regrets the mistake made and hopes that it has caused no confusion among our readers that will not be obviated by this correction. National Sterling Silver Week will begin on Monday, May 14, and end Saturday night, May 19, and dealers in every section are requested to note only observe these dates but to give full publicity about them to their customers and public generally and to their local newspapers. A statement of what the silverware manufacturers are doing to cooperate with the jewelers in this regard appears in another column of this issue.

Statistics of the In another column Watch and Watch Case Trades this issue will be found some interesting statistics as to the manufacture of watches, watch cases and watch and clock materials which have been just made public by the Department of Commerce. The figures which were taken from reports made for the Bureau of Census are the first statistics of recent date that have been available for some time and may answer many inquiries in regard to the watch industry, the information about which has not been heretofore available.

Generally speaking, the figures show that while the number of establishments or concerns making watches, watch movements and cases has remained practically stationary, the value of the product in 1921 showed a distinct increase over that of 1914. Here the decrease from 1919 to 1921 was 24 per cent. and the increase over the 1914 figures was 71 per cent.

While the figures are interesting, it is hardly fair to make a basis of these years as none of them may be considered to be normal. The figures, however, do show the difference in the years of high and subsequent depression. In 1914 the conditions of the watch trade were entirely different from those of the years to follow. Not only was it a period of unusual business depression but the bracelet and wrist watch was still in the experimental stage as far as the public was concerned and in addition the so-called platinum gem set or jewelry watch had not begun to come into its own. The figures of 1919 on the other hand, reflect the result of unusual business activity in watches which followed the outbreak of the war, continuation and end of the war, while the figures of 1914 reflect the depression that followed the reaction from the "boom" times.

One question that has often been asked in connection with watch production is not answered by the statistics as to jewelry as reported for taxation, that is the number of watches produced per day, per month or per year by the American manufacturers.
DIAMONDS
of the finest
Cutting & Brilliance
at prices that
Cannot be Beaten

CROSS & BEGUELIN
INCORPORATED
Wholesale Jewelers
21-23 MAIDEN LANE
NEW YORK

Established 1863

department stores, novelty houses, hard-
ware people, etc., making reports on jewelry
sales for the first time as a result of the
activity of the government agents. This
will apply also to some jewelers who have
been delinquent in the past and who will
realize now that the Treasury Department
is "on the job" and is checking up the
reports of merchants in every line through
whom the consumer purchases a jewelry
product.

Tarnishing and De-tarnishing Silver

An investigation of the conditions
which cause the tarnishing and de-tarnish-
ing of silver was recently made by the
Bureau of Standards at the request of the
Department of Agriculture. This investiga-
tion has shown that the tarnish ordinarily
observed on silver is the sulphide film of
which certain colors are characteristic and
indicative of the extent of the tarnish. The
effect of hydrogen sulphide gas by itself on
silver is relatively small but if small amounts
of moisture and sulphur dioxide are present,
the action is greatly accelerated. Tarnish-
ing is also made more rapid by the presence
of alkaline films and soap films. Conditions
for reproducing a standard reproducible
tarnish were found, and the weight and
thickness of the tarnish film were calculated.

In studying the methods for de-tarnishing
silver, particular attention was given to the
electrolytic methods. Moss silver is pro-
duced when the tarnish is reduced electro-
ytically and the properties of the moss silver
therefore were studied by the Bureau. Com-
parisons with other methods likewise were

carried out to determine the losses in silver
that occur. The relative merits of solutions
used for the electrolytic process were com-
pared to determine the rate of cleaning and
the possible corrosion of specimens. The
potential differences between the various
cleaning devices and the specimens of silver
were determined.

Publication of the work by the Bureau
has not yet been arranged for, but the facts
obtained will undoubtedly be given to the
public at a later date in the form of a
pamphlet issued by the Bureau. This work,
when issued, will be of distinct value to
many industries, but particularly to the sil-
verware and jewelry trades, and will be in
demand throughout these industries. Due
notice will be given the trade through the
Jewelers' Circular as soon as the arrange-
ments for making the report known have
been completed and the date of publication
decided upon.

George J. and Louis X. Fremau, Jr., have
purchased from their mother, Mrs. Louis
X. Fremau, Sr., the jewelry store at 72
Church St., Burlington, Vt., with stock,
fixtures and good will. The original Fremau
jewelry store was founded in 1848 by Louis
X. Fremau, grandfather of the present
owners, and was located across Church St.
from the present store. The founder was
a watchmaker and learned his trade in New
York city. After the founder of the busi-
ness retired, his son, Louis X. Fremau, took
up the business and carried it on until his
death in September, 1913, leaving the store
to his widow from whom the sons have now
acquired the business.
A. Steinhauser is now representing Hoenig & Hirsch, Inc., manufacturers of diamond mountings, 108 Fulton St.

The W. & P. Jewelry Co., manufacturer of flexible bracelets, moved from 25 Maiden Lane to new quarters at 147 Fulton St.

Hirsch & Flashner, manufacturing jewelers and importers of watches, have removed their factory to new quarters at 15 W. 36th St.

Samuel Wesley, wholesale jeweler, 180 Broadway, is still confined to his home in Balzer and is still incapacitated. Mr. Wesley has been sick in bed for about five weeks.

The Henshel Co., 392 Fifth Ave., has announced that on or about April 1, the concern will move to larger quarters at 147 Fulton St.

The W. & P. Jewelry Co., manufacturer of flexible bracelets, moved from 25 Maiden Lane to new quarters at 147 Fulton St.

Edward H. Hufnagel, Mt. Vernon, N. Y., president of the American National Retail Jewelers' Association, moved to New York Friday after a trip of over 5,000 miles in the interest of the work of his organization. In the course of the trip which lasted six and a half weeks, Mr. Hufnagel spoke in over 24 different cities and in some of these two or three times. Altogether he conferred with over 600 jewelers throughout various sections of the south and reports a most enthusiastic reception everywhere he went. President Hufnagel feels that the association movement has been practically established in the south on a solid and substantial basis that will mean continuous growth in the future.

In the March issue of the Gas Logic, an interesting article was published on the recent discoveries made at Luxor in the tomb of King Tut-Ankh-Amun. This article was illustrated with photographs. It also calls attention to the fact that there is on display in the Metropolitan Museum of Art in this city, a number of historically important and very valuable Egyptian objects. Under the heading "On the Bowery Over a Century" is a long article outlining the history of the well known jewelry firm of A. C. Benedict & Co. The article carries with it a photograph showing the original site of this concern at 285 Bowery and informs the reader that the Benedict concern has been a customer of the gas company since 1827. The Benedict concern has been in business on the Bowery since 1818.

Charles T. Dotter, one of the original members of the old china and glass firm of Bawo & Dotter, died at his home in Brooklyn, N. Y., on Friday, March 2. Until last Spring, Mr. Dotter had enjoyed excellent health, but contracted a cold while fishing. This was followed by a stroke and since that time, he had been growing steadily worse. The funeral was held with only the family in attendance. The deceased is survived by three sons and two daughters. Mr. Dotter was born in Philadelphia, July, 1839. While a young man, Mr. Dotter came to New York and entered the employ of his uncle, C. F. A. Hinrichs, at that time one of the leading importers of china, glassware, toys, sporting goods and fancy goods. In the same establishment, Francis H. Bawo was also employed and in 1864, both men severed their connections with Mr. Hinrichs and formed a partnership under the name of Bawo & Dotter. Their first establishment was located at 52 John St., and as the business grew, the concern moved to larger quarters at 34 Barclay St., where they occupied the entire building. They made several moves and in 1890, Mr. Dotter retired from active participation in the business but still remained as a special partner for about five years until the concern liquidated its indebtedness to him. The business later passed into the hands of Canadian interests.

Arthur V. Rose, for many years prominent in the retail china business in this country, died recently at the New York Hospital, following an illness of six months. The funeral services were held at the Funeral Church at Broadway and 66th St., Sunday afternoon, March 11, with the Rev. Dr. Segal, of the St. Stephen's Protestant Church officiating. The burial followed at Lewiston, Pa. Mr. Rose was a native of England, having been born in that country on Aug. 10, 1869. His first position was with W. P. & G. Phillips at that time one of the leading crockery establishments in England. He later became manager of this concern and when George Phillips, who was Mr. Rose's uncle, retired from the business, the latter formed a partnership with a Mr. Dobson. This partnership was formed for the purpose of carrying on a commission business in pottery and glassware under the style of Rose & Dobson. A few years later, the concern was dissolved and about 1889 Mr. Rose came to this country. He was connected with several of the leading retail establishments in New York and Chicago and through his wide knowledge of the pottery and glass business, he became associated with Tiffany & Co., as manager of the china, glass and art wares department. He remained with this concern for about 15 years, but when Haviland & Co. moved from Barclay St., to their new building on 36th St., Mr. Rose joined the organization and was placed in charge of the retail branch of the business. He remained with the Haviland firm for a number of years and then retired. Mr. Rose was the author of several articles on ceramics and was also a magazine contributor. While still connected with the Tiffany firm, he assisted in establishing the American Pottery Gazette. Mr. Rose remained as associate editor of this publication for about five years but after his retirement, the magazine went out of existence.

Frederick W. Rauch, importer of pearls, diamonds and precious stones, 522 Fifth Ave., returned to this city last week after... (Continued on page 107)
SOLIDARITY: "The Case That Courts Comparison"

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Monday the soft metal was quoted at $110 an ounce. Platinum containing 5 per cent. iridium was selling for $178 an ounce, while the metal containing 10 per cent. iridium was quoted at $126 an ounce. The market price of palladium was $79 an ounce on Monday.

The local office of the Traub Mfg. Co., of Detroit, Mich., was moved recently from room 805 at 576 Fifth Ave. to a larger and more attractive quarters in room 802 in the same building. The new location of concern, which is in charge of George A. Schuetz, eastern district sales manager, is finished in mahogany and is equipped with up-to-date fixtures. A small waiting room group, also a small office, which is equipped with a large glass covered counter. In this larger office is also a safe and several desks separated by railings. To the left of the waiting room is a storeroom partitioned off from the main office. At the north end of the office is located the private office of Mr. Schuetz and adjoining this is a customer’s room, outfitted with a small writing desk, chairs and a glass covered table.

A special Spring display of sterling silverware manufactured by the International Silversmiths Co., was held at the Hotel Pennsylvania, this city. This was held for the convenience of out-of-town buyers and was closed last Saturday. The display was in charge of Anton Mensing, Walter Young and Howard S. Marshall. Mr. Young has gone to Boston, where he is making another display of the International sterling silverware. Mr. Marshall is now visiting the trade in Washington and Baltimore. George Ohl, manager of Factory W. of the International Silver Co. at Meriden, was in this city for a few days last week. Dudley F. Hunter, also of the International concern, was married recently and is spending his honeymoon in the south. Emery Sweetser, representing Factory A of the International concern at Meriden, Conn., was a visitor in this city last week.

August Loch has recovered from his recent attack of the grippe and is again back at the store.

Two new traveling salesmen have been added to the force of the W. J. Johnston Co., Robert W. Steel and W. W. Barddy, both well known salesmen, who already have started on a southern tour for the Johnston house.

W. F. Hofman, of Heeren Bros. Co., expects to attend the annual convention of the National Wholesale Jewelers’ Association to be held in Cincinnati, going in the interest of his firm of which he is the advisory head.

P. C. Gillespie, of Gillespie Bros., is leaving early next month for Europe on a diagonal trip. He is holding a diamond of 40 carats and many others in the house. The concern is conducting a diamond sale to stimulate business. Mr. Gillespie will visit the markets of Amsterdam, Paris and London.

A watchman was placed in charge, the firm notified and the broken window replaced.

George B. Barrett III, head of the Geo. B. Barrett Co., announces that in May his concern will move from the Keenan building on Liberty Ave. to the Jenkins building and that he will occupy a ground floor room on the Stanwix St. side of the structure. This will be the first time in 60 years that the Barrett house has left the second floor, for a ground floor place of business. Mr. Barrett is a grandson of the late George Barrett, founder of the firm and a son of Henry Barrett.

As was expected, a stiff fight is being put up at Harrisburg, regarding the proposed bill repealing or making null and void all daylight saving ordinances passed by city or borough councils in this State. The Chamber of Commerce is opposed to the repealer and some of its officials went to Harrisburg to attend the hearing. The jewelers almost without exception are opposed to it. What is proposed is an act permitting cities, where it is desired, to adopt daylight saving time.
Mr. and Mrs. Bernard M. Shanley, Jr., of 968 Broad St., have gone to Aiken, S. C., for a three weeks' visit.

W. G. Kendale, of Newark, has been granted a patent for a vanity case, and A. M. O'Connell, of Newark, has been granted a patent for a watch holder.

The Maxwell Jewelry Co. is the trade name which has been filed for the jewelry business conducted at 200 Market St., by Max Weintraub, of 120 Mifflin Ave.

The Newark Chamber of Commerce will hold its annual meeting on April 25 in the assembly hall of its new building on Branford Pl. The chamber expects to occupy its rooms in the structure the early part of next month.

Curtis R. Burnett, of the American Oil & Supply Co., who is president of Newark Council Boy Scouts of America, has announced that the Newark Council is to have its own band. Donations have made possible a band of 20 pieces.

Incorporation papers have been filed for the Embe Art Corp., manufacturing jewelers, whose registered office is at 72 Lafayette St., Perth Amboy. The authorized capital stock is $60,000. The incorporators are C. Lansing Hays, Edward C. Rowe and J. Carlise Swain.

Incorporation papers have been filed for the National Silver Alloys Co. whose registered office is at 164 Market St. The authorized capital stock is $300,000. The incorporators are Isadore Deitlinger, Morris Sturm and Morris Heller. The company was organized to deal in silver alloys.

Robert C. Hoag, son of Mr. and Mrs. Chester R. Hoag, of 375 Mt. Prospect Ave., will return from Morristown school next Saturday. Miss Carolyn D. Hoag, a daughter, has returned from Rosemary Hall in Greenwich, Conn., and Walter H. Hoag, another son, returns from Asheville, N. C., Thursday.

Petey Medina, 38 years old, an employe of the Celluloid Co., was found dead in his room at Mrs. William Tomkin's rooming house, 146 Walnut St. The police say death was caused by faulty gas heater connection. Mrs. Tomkins smelled gas and traced it to Medina's room. Medina apparently was undressing when he was overcome. County Physician Warren declared Medina's death accidental.

Plans are being made for the wedding of Miss Mary Sanford Shanley, daughter of Mr. and Mrs. B. M. Shanley, Jr., of Broad St., to William Lawrence Dempsey, son of Mr. and Mrs. William A. Dempsey, of Hollywood Ave., East Orange, on April 26, in St. Patrick's Cathedral. Miss Adele Shanley, a sister of the bride-to-be, will be made of honor and Andrew S. Dempsey, brother of Mr. Dempsey, will be best man.

The A. J. Hedges home at 968 Broad St. is being torn down to make way for new home. The change of the Hedges home removes the second of three old homes the owners of which were prominent in the jewelry trade of 50 years ago. The family of 70s and 70s the Hedges, Alling and Field families were among the leaders in their line. Their homes stood by side on Broad St. The Alling home is the only one that now remains.

Louis V. Aronson, president of the Art Metal Co., Mulberry St., has brought suit against the Toy Devices, Inc., and Michael Rabb, president of the concern, trial of which began before Judge Bodine in the United States District Court here last week. Mr. Aronson alleges that he was the inventor of the "talking toy mechanism" used in talking dolls, and that the defendant was using a similar device contrary to the patent law provisions. Decision was reserved and attorneys for both sides were ordered to file briefs.

The Bureau of Combustibles is investigating two mysterious fires in the factory loft building at 38-42 Cranford St., largely occupied by manufacturing jewelers. A telephone call brought the department for a blaze on the second floor occupied by Albert Ahbrecht, manufacturing jeweler. The second fire was discovered by the firemen in the jewelry plant of Nesler & Co. on the third floor when they were going through the building after having extinguished the first blaze. Careful examination failed to disclose that the third floor blaze was caused by the fire on the second floor. Among the other concerns occupying the building are the Triangle Ring Co., E. G. Carrigius & Co., manufacturing jewelers; Stumpf & Binder, manufacturing jewelers, and the Hy-Grade Electro-Plating Co.

A. W. Gilbert, Canandaigua, is confined to his home "in that place with a severe attack of influenza."

I. Gambler is announcing a closing out sale at his place on Clinton Ave S., as his business has expired.

Mr. and Mrs. J. Marine are on a trip to California. They expect to return about May 1. B. H. Berson, of Los Angeles, intends to come east with them on a visit in the near future.

Joel Rose and Charles Nusbaum have leased the rooms at 300 Central building and they have formed a partnership to engage in the jewelry business. They expect to open the new place about April 1.

The jewelers of Canandaigua have arranged for a special jewelers' style exhibit, starting March 15. Elaborate window display of jewelry and silverware, it is expected, will interest the public.

Major A. T. Smith, commanding officer of the Rochester Infantry Units, National Guard, formerly with the Superlin Co., has been appointed general chairman of the American Legion Mardi Gras, which will be held at the Armory building on Monday, April 2.

Morris Rosenbloom, of Rosenbloom & Co., Cornwall building, is on a business trip to Germany in the interest of the Flex Optical Co. He has forwarded a large consignment of diamonds from Holland. W. Levinson, of the firm, has returned from a business trip west. J. Weinberg, Bert Moll and Mr. Koppel are on the road.

The Sime Berson Co., now located on the fourth floor of the Central building, plans to have a new firm name and a new location about April 1. Mr. Berson and S. Marine have formed a partnership under the name of Berson & Marine, wholesale jewelers. They have leased for a long term of years 100-101 Cornwall building.

A new building, at a cost of $60,000, on South St., corner of Capron St., will be erected by the Metals Art Co. It will have a frontage of 60 feet by 150 feet in four stories in height. The company was incorporated Aug., 1913, by John Jack, president, and A. Wah, secretary and treasurer. From a small business in the start, the 30 feet square, the business has increased each year, which warranted the increase of capital in 1921 from $25,000 to $150,000. The company has 60 employees and the trade extends to many States in the Union.

No cause of action was found in a suit begun by John Scheib, real estate man, for $1,000 claim of commission from Mr. Byrnes. She received the Klem block, 82-84 Main St. W., by will from Joseph Klem jeweler. Scheib started negotiations for the sale of the property, but an offer made to Mrs. Byrnes she had agreed with her nephew that the property should not go out of the family. This was brought out in the trial. Scheib had declined an offer for the block for $33,500, which was refused, then Scheib started suit for commission.

Members of the Rochester Retail Jewelers' Association held the regular monthly meeting at the Powers Hotel, Thursday, evening, March 8. After dinner a short session was held called by President L. M. Campbell. At the round-table talk a new vision of the unprofitable custom of free engraving came up, and a committee of S. D. Burritt, J. Given and E. J. Scher was appointed to find out a way to charge the jewelers to do away with free engraving on silver. Mr. Given stated that a charge of $5 or more was made in his place of business, and that his concern has a capitalization of $20,000 divided into 500 shares at $100 per share, while the incorporators and the number of shares held by each are Max Weintraub 8; Myrtle Weintraub, and Abraham Welanko, 1 all of Newark.

Dealing in jewelry, silverware, bric-a-brac, etc., is among the principal objects of the Smith Furniture Co., which is one of the newest and ablest of the Newark stores, having been chartered in the office of the Secretary of State to operate from 196 Market St., Newark, with Maurice J. Zucker as agent, to manufacture and deal in jewelry, semi-precious and precious stones, jewelers' supplies, etc., which is a consolidation of a similar concern that has a capitalization of $10,000 divided into 2,000 shares at $5 per share, while the amount that will be devoted to the starting of business is $1,000. The incorporators and the number of shares held by each are Felik Aleksis, 1; Jacob K. Safirs, 1, and Frank P. Padalino, 1, all of Newark.
THE JEWELERS' CIRCULAR

D. H. Krause, jeweler of Lansdale, Pa., celebrated his 28th birthday last week. A. Fishman, watch case maker, is now established at Room 303, 713 Sansom St. J. F. Sandor, casemaker, formerly of 726 Sansom St., is now located at 714 Sansom St.

Miss Orottive's engagement ring was made by H. B. Gording, 715 Sansom St., her employer.

Ralph Thomas, of L. P. White, 9th and Sansom Sts., is back at work, after a siege of illness.

John H. Merz, jeweler of Hopewell, N. J., has recovered from influenza and was in Philadelphia last week.

The firm of W. & F. Lieberman, 713 Sansom St., was dissolved by mutual consent on March 9. Samuel Lashof is now carrying on the business at 713 Sansom St.

Lipshutz & Shimes, manufacturing jewelers, have taken offices in the Goodman building. 731 Sansom St. A. Russel, a watchmaker, is also located in the same building.

Solomon Specter, formerly in business in Gallatin, Pa., is going into business again in the same town on June 1. Mr. Specter disposed of his business last August and came to this city.

Ralph C. Putnam, of the firm of J. E. Caldwell & Co., sailed from New York on March 10 for Europe on the Majestic. Mr. Putnam will visit England, France and the Netherlands in the interest of his firm. Mrs. Putnam is taking the trip with her husband. Announcement was made on Monday, March 18, of the engagement of Miss Ma-tida Orowitz to Louis Zion, jeweler of 13th and Market Sts. A dance has been set for the wedding. Miss Orowitz is a bookkeeper and has been in the employ of H. B. Gording since June, 1919.

D. A. Denison, Providence, R. I., a publisher of a jewellers' directory, was one of the guests at a luncheon given by the City Business Club, Monday, March 12. He was introduced by R. Arthur Bittong, former Supreme Tall Cedar. Mr. Denison was here to get pointers from Mr. Bittong on the establishment of a Forest of Tall Cedars in Providence.

A number of properties have changed hands in Sansom St. recently. S. Vederman, 735 Sansom St., has purchased the three-story building located at 710 Sansom St. from the Estate of a property reported to have been $45,000. The property, 722 Sansom St., was recently purchased by Berman & Cohen, of 725 Walnut St., from Joseph Fisher. This is also a three-story building and is said to have brought $45,000. R. Levinsky, southwest corner of 8th and Sansom Sts., has purchased the property at 713 Sansom St. for $36,500.

THE JEWELERS' CIRCULAR

Mr. Brimmer is the only survivor of the quartet.

New Orleans

Charles Blomberg, jeweler, of Pascagoula, Miss., is spending a few days in New Orleans. He is endeavoring to secure a new location for his business.

Charles Berger, well known to the jewelry trade, is gone into business by Bay St. and Lewis, Miss.; as has also W. P. McDaniel, who has just opened up at Magnolia, Miss.

The Hausman's made a very nice sale the other day when they provided as many as 11 loving cups and 11 basketballs, which were presented to the winning team in the basketball championship contest won by the employees of the Marine Bank, of this city. The presentation was made by the Commercial Basketball League. The basketballs were solid gold, and manufactured at Hausman's.

Miss Jenny Fishel, who has for years been connected with the sales department of the Hausman's, because of continued illness, has been compelled to resign from her position which she has held with this firm for years. Her resignation has been accepted with much regret by the proprietors. The resignation also of Mrs. Emma Clark, who has been known as Aunt Emma, has also been accepted regretfully. Mrs. Clark for years was not only stock keeper, but did most excellent work in the sales department of Hausman's. She joins her mother, who resides at Long Beach, Cal.

Last week at the Grunewald Hotel, there was displayed upon tables and in cases a very beautiful collection of ornaments in gold and silver, jade, ivory, etc. The collection came from France. Louis J. Stern, who represents Artalon, of 4 Rue de la Paix, Paris, is in charge of the collection, which is divided into three classes—those of personal adornment, those of home decoration, and those intended for gifts. It was stated that every piece of jewelry in the collection was the work of individual artists; that there were no duplicates in the finer pieces of gold and jeweled work, or in the enamelled objects or bronzes. The bronzes it was said, were by artists such as Lensen and Hampden, are of light and graceful figures, full of movement and executed in a modern spirit.

The Hausman's Pleasure Club, comprised wholly of the working forces of Hausman's, Inc., gave a fine banquet last week. It is the first entertainment of the kind the organization has given since the late war, having invested all their funds during that period in the movements gotten up in aid of the fighting forces of the country. The banquet just given was a delightful affair, fully up to the standard of the pre-war hospitality of this popular organization. Besides the members of the club, there were also present Messrs. Louis, Gabe and Henry Hausman, the proprietors of the establishment with which the young men composing the club are connected. The toastmaster was toasting. There were some excellent speeches, music and dancing. The arrangement committee were Raymond Norton, Ernest Knessl, John Monier and William Pohman, the latter acting chairman.

H. W. Filcho, Manhein, Pa., was amongst last week's visitors here.

George R. Weber, of Louis Weber & Son, and wife, returned home last week from a trip to Palm Beach, Fla., and M. G. Moore, of the J. F. Apple Co., spent part of last week on a business trip to New York State.

S. Kurtz Zook, the only jeweler a member of the Rotary Club, spent several days of the past week attending a Rotary convention in Syracuse, N. Y. Cups and medals for an athletic contest at Hood College, Frederick, Md., were furnished by the J. F. Apple Co., which also furnished medals for an oratorical contest at Marion Institute, Marion, Ala.

George H. Rau, Waynesburg, Pa., a student of the Bowman Tech. School, has taken a position as manager of C. P. Liven-


Mr. Brimmer is the only survivor of the March 21, 1923, estate of Dr. Ezra Sieber. Most of the session was divided into three classes—those of affecting optometrists, unfavorably, it is believed. The most objectionable one, apparently, may bond optometrists over to the control of the State Board of Licensure.

The Hamilton Watch Co. held its annual stockholders' meeting on March 13 at the factory offices. The reports read showed a continuing successful business, with prospects for a good year ahead. The following board of directors was re-elected for the ensuing term: Charles F. Miller, Frank C. Beckwith, J. W. B. Bansman, R. E. Miller, E. B. Miller; vice-president, Frank C. Beckwith; treasurer, J. W. B. Bansman; secretary, R. E. Miller; assistant secretary, C. M. Kendig.

It may be noted that four of the directors succeed their fathers, Messrs. Sener, Brimmer, Shand and Watt, their re-
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It is made with more accuracy.

Satisfaction guaranteed—resulting in greater confidence on the part of the customer for the Retail Jeweler.

Only the highest-grade of ruby and sapphire jewels are furnished by the manufacturers.

Less fitting necessary.

The quality of materials used meets with the standards of requirements.

Last but not least, you can guarantee satisfaction with the assurance that you, in turn, will be backed-up by a responsible manufacturer.

ILLINOIS WATCH COMPANY
SPRINGFIELD, ILLINOIS, U. S. A.
Chicago Notes

Fred Whitney, of the Hadley Co., is making a short business trip to Cincinnati. Otto Lieberman, of the Stein & Ellbogen Co., will leave this week on an extended business trip. G. V. Dickinson, of the Elgin National Watch Co., is making a short trip to New Orleans and Dallas.

Frank Whiting, of the Whiting & Davis Co., returned recently from a visit at the factory at Plainville.

Ed. Fry, Columbus Memorial building, announced last week from a three weeks' business trip through Wisconsin.

M. G. Evans, representing Chas. F. Selber, returned last week from a short successful trip to southern Wisconsin.

A. H. Moss, of the J. W. White Mfg. Co., left last week for a short trip to Providence, where he is visiting at the factory.

J. G. Kepler, of the Canadian Watch Co., Ltd., Winnipeg, Can., spent the past week in Chicago looking over the markets.

H. F. Nock, factory superintendent of the Towle Mfg. Co., spent several days in Chicago last week visiting the local office here.

Harry Lesch, of the Lesch & Lewis Co., returned last Thursday from a short trip through the east. He reports a fair business.

John Warren, Chicago manager for the Waltham Watch Co., is spending a couple of weeks at the home office in Waltham, Mass.

"Jake" Levin, of L. Heller & Son, who has been visiting at the home office in New York for several weeks, returned to Chicago last week.

H. E. Anderson, of the Wilmot Mfg. Co., 430 S. Green St., returned last week from the east where he spent three weeks in business.

Franklin Meyers, of Rasmussen & Meyers, returned last week from California and New Mexico, where he has been resting for the past five weeks.

Adolph Weiss, of Heinrich-Herrmann & Weiss, left last Thursday for the factory at New York, where he expects to spend a couple of weeks.

J. W. Williams, Chicago representative for the New York W. Foster & Bro. Co., returned last week from a six weeks' trip through the south.

Benjamin Hirsch, Heyworth building, is making a short visit to New York and the east, calling on the factories he represents through this territory.

O. E. Lange, watchmaker to the trade, returned his shop last week from room 800 to room 808 Heyworth building, where he will have larger quarters.

J. Vincent Huber, of the Geo. H. Fuller & Sons Co., who returned recently from a business trip through the south, reports conditions in that territory good.

E. Maltz, Mallers building, accompanied by his wife, returned last week from a three weeks' trip to New York and the east where he combined business and pleasure.

Charles Ellbogen, of the Stein & Ellbogen Co., returned last week from a trip through the southwest, and will again leave on another trip sometime this week.

E. Glassman, engraver to the trade, removed his shop recently from the Palatine building to suite 910 Reliance building, where he is more centrally located.

Ernst Buss, of Buss-Linthicum-Thorson, accompanied by his wife, left last week for the Bermuda Islands, where they will remain for a couple of weeks resting.

H. F. Dillingham, Chicago manager for the Farrington Case Co., will leave this week for Texas and the Pacific Coast territory, returning to Chicago about May 1.

N. T. Sherwood, of the Frank Kremetz Co., returned last week from an extended business trip to the factory at Newark, and the south, and reports having had a successful business.

H. Kramer, of the Kuehl Clock Co., left last week on his Spring trip through the west and northwest. P. Scharsis, also of this firm, left last week for an extended trip through the east.

While riding in a Lincoln Ave. car one day last week pickpockets robbed S. Trocky, 300 Reliance building, of currency and a job envelope containing mounted rings. Mr. Trocky estimates his loss at $1,500.

Harry W. Himmelhoch of the H. W. Himmelhoch Co., Detroit, Mich., spent a few days in Chicago last week visiting with friends en route home from California, where he spent several weeks resting.

Oliver Artes, of the Keystone Watch Case Co., spent several days last week visiting the factory in the twin cities. W. F. Drexmit, Chicago manager for this concern, returned last Sunday from a two weeks' visit to the south.

Samuel Marks, of Marks & Levy, who just closed an auction sale for Hyman & Co., of this city, left last week, accompanied by his wife for French Lick Springs, where they will spend a couple of weeks.

Frank Hillinger, of R. J. Hillinger & Co., returned last week from a two months' trip through the west and northwest, and after spending a couple of weeks in Chicago will leave for an extended trip to the Pacific Coast.

Fred Webber, of Webber & Turnell, Danville, Ill., spent several days in Chicago last week purchasing new fixtures and visiting the markets for articles that were burned about three weeks ago, when their establishment was on fire.

A. J. Wingblade, representing J. W. Foringer & Co., was called home last week from his eastern territory on account of the serious illness of his wife. As Mrs. Wingblade is now on the road to recovery he expects to leave for his territory the end of this week.

Henry C. Gelkey, who has been associated at the home office of the Farrington Case Co., at Boston, is now connected with the Chicago office of this concern, and is assisting H. H. Whitlam, Chicago manager, in looking after the office and calling on the local trade.

Sympathy was extended to H. J. Hagen, representative for Stein & Ellbogen Co., last week, upon his return from Manitowoc, Wis., from whence he was called on account of the death of his mother. After spending a few days in Chicago, Mr. Hagen left for his Wisconsin territory.

M. Iralson, diamond broker, located on the eighth floor of the Columbus Memorial building, accompanied by his wife, left Sunday for New York, and sailed yesterday (Tuesday) on the Aquitania to visit the diamond markets of Europe, southern France and Italy. He will return to the United States on June 1 on the Majestic.

The J. H. Ruttan Co., which has been located in suite 800 Heyworth building for many years, moved last week into room 808 of the same building, just a few doors from their old location. This concern has been in need of additional space for some time, and in making the move they have been able to secure just what they have wanted. H. F. Elliott is the name of a new retail store that will open next Saturday, March 24, at 7507 Cottage Grove Ave. A. M. Hirsch has a retail jewelry store at 3820 Cottage Grove Ave., and he will continue to look after the interests of that store, while Mr. Elliott, who has been associated with Mr. Hirsch for the past year, will be in charge of the new store. Both Mr. Hirsch and Mr. Elliott have been connected in the jewelry fields for many years and their many friends in the trade wish them success.

The Mandel-Ward Co., 618 S. Canal St., announces the change of the name of the (Continued on page 112)
concern to the Wellington-Stone Co. John Ward, one of the partners, sold out his interests in the firm to A. B. Schweinsberg.

C. Taylor, of Williams & Payton, Providence, R. I., was a visitor in Chicago last week working on the trade.

Loftis Bros. & Co., diamonds, have leased the small store at 1236-48 Milwaukee Ave. for 10 years at $60,000, or $500 a month.

F. G. Adler, vice-president and Chicago manager of the Bonner Mfg. Co., left recently for the Pacific Coast and will be gone for six weeks.

Charles T. Alborn, Chicago representative of the Standard Calibre Co., returned last week from New York, where he spent a week visiting the home office.

A. B. Halvorson, who for many years was associated missing the Clock Co., the Ansonia Clock Co., is now connected with the clock department of The Fair.

Charles P. Wolf, Iowa, representing the C. F. Wolf Co., returned last week from his territory, and after spending a few days here again left for a seven-week trip.

George Medham, Chicago manager for the International Silver Co., will return this week from Meridian, Conn., where he spent a couple of weeks visiting at the home office.

E. Quillin Hoberg, son of Oscar Hoberg, Sioux City, Ia., spent a couple of days in Chicago recently en route to his home from the Culver Military School, where he attends.

J. T. Edwards, Chicago manager for the Simons Bros. Co., Columbus Memorial building, returned this week from Philadelphia, where he spent a couple of weeks visiting the factory.

Felix B. Vollman, of Vollman & Co., New York, spent the past week in Chicago calling on the trade, and before returning to New York Mr. Vollman will call on the trade through the south.

Charles G. Brown, jewelry buyer for the Stein & Ellbogen Co., returned last week from an extended trip over the territory, where he called on the trade to ascertain the jewelry market conditions for the fall season.

The business of the Economical Jewelry Co., it is reported, will be closed out as a result of the assignment made last week to F. E. Human. The assets are reported to be about $1,500 and the liabilities about $4,100.

F. J. Kluth, jewelry buyer for The Fair, is now confined at the Grant Hospital and is rapidly recovering from an operation, according to the family.

Richard Preston and Sherman Morgan, who, together with Jacob Spook, held the jewelry stores of Louis W. Anderson, 3046 Armitage Ave., on Dec. 9, 1922, and that of Albert J. Friske, 4112 W. North Ave., on Dec. 16, were each sentenced in the criminal court here last week to serve from 3 to 20 years in prison. They were sentenced on their plea of guilty to robbing a drug store three days after they robbed the Friske store. Spook, the third defendant, was killed by Detective McCarthy, of the Detective Bureau, in a rooming house when he made the arrest.

Olsen & Ebban, who conduct one of the largest credit jewelry stores in the country, have added the first Ohio store to its list of many branches. The company, whose headquarters are in Chicago, is now in its 16th year and operates 16 stores in 16 cities. The new store, which is located at Canton, was opened on March 10. The store announced its grand opening through spacious advertisements appearing in the newspapers. Free gifts for all customers and specially attractive easy terms were the inducements used in the newspapers. Numerous compliments were received from both customers and friendly merchants. The new Canton store is in charge of Floyd Bone, who has been in the employ of the company for a number of years. Mr. Bone formerly managed the Terre Haute, Ind., branch of the company.

The jewelry firm of Hardin-Rogers Co., located in the National Bank of West Atla, Ga., has been dissolved with no assets, and no information is available as to the disposal of the property.

THE JEWELERS’ CIRCULAR

March 21, 1923

N. Dearborn St. to make way for a new Covenant Club building


Richard Preston and Sherman Morgan, who, together with Jacob Spook, held the jewelry stores of Louis W. Anderson, 3046 Armitage Ave., on Dec. 9, 1922, and that of Albert J. Friske, 4112 W. North Ave., on Dec. 16, were each sentenced in the criminal court here last week to serve from 3 to 20 years in prison. They were sentenced on their plea of guilty to robbing a drug store three days after they robbed the Friske store. Spook, the third defendant, was killed by Detective McCarthy, of the Detective Bureau, in a rooming house when he made the arrest.

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Portland, Ore.

Joseph D. Little, manager of the Sterling silver galleries of the International Silver Co., was in Portland, March 15 to 20, in charge of an exhibit of silverware at the Benson Hotel. While here he spoke to several groups, among them the Business Women’s Club.

Portland has been chosen as the convention city this year for the annual gathering of the Oregon Retail Jewelers’ Association, according to a decision just reached by a committee appointed to take charge of the arrangements. The date of the convention will be announced by this committee as soon as it is ascertained at what time national speakers of note can be secured, inasmuch as the same speakers will probably be asked to address other conventions in the northwest and Pacific Coast territories.

The recent session of the Oregon legislature passed a lien law for the jewelers, enabling them to dispose of uncalled for articles left for repair in their shops for six months. Heretofore much trouble has been caused by people who leave pieces of jewelry or silverware for repair and forget to call for them, leaving such articles for a period of many years. The lien law provides that the jeweler shall hold such pieces for a period of six months, after which he may dispose of same and retain the amount due, remitting the remaining amount, if there be any, to be deposited with the county clerk for six months or longer. The bill is one long advocated by the jewelers, and it was largely due to the personal efforts of Mr. J. W. French, secretary of the association, that the measure was passed.

A unique and most interesting exhibition of rare-old silver and the oldest of their kind was held at the Portland Public Library, March 15 to 20, by Miss Margarette Walker Jordon, of New York city and Virginia, in charge. Miss Jordon, who has been traveling all over the country, had with her a collection of the craft of the Gorham silversmiths to supplement a loan collection from Portland families. Miss Jordon said that in Portland she found the finest individual collection of old silver she had ever seen from one family. Among the old silver displayed by Portland women were some rare old spoons handed down through generations and sent to the province of Virginia by James I. Interesting also were hand-made spoons from the silver chest of Henry Tatum, a cousin of Mathew Maury, who charted the sea. Another Portland woman loaned to the library a collection of old silver of the Queen Anne period—a fruit stand of DII. valued at more than $500 before the war, and two genuine old George III tankards, used in early days at the noon meal to hold ale or beer; a sauce boat of quaint design and other pieces. The exhibit was sponsored by the Portland Arts and Crafts Association and by the art department of the Portland Public Library. Portland jewelers gave every assistance to Miss Jordon in arranging the exhibition. Mrs. Katherine Owen Johnson, of Jaeger Bros., and Mrs. R. B. Giles and Mrs. Elton Conover, who both of G. H. Conover Jewelers, were interested in the event and upon several occasions rendered aid in arranging the collections loaned by Portland women and helping Miss Jordon in other ways.

Wheeling, W. Va.

Fred Robertson has purchased the jewelry store of H. J. Jamison in Matoaka, W. Va.

The jewelry store of Frank Zeller & Terra Atla, W. Va., has been greatly improved with new fixtures, including handsome new wall cases.

The Shitner jewelry store at Point Marion, Pa., was completely destroyed with no loss and no insurance is available as to the disposition of the property.

Joseph Raymond has moved his jewelry business from 26 W. Spring St. to 34 W. Spring St., at Chippewa Falls, Wis.
The Jeweler's Circular

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Milwaukee

The Advanced Beveling & Silvering Co., has been organized here with a capital stock of $3,000. Henry J. Valmar, Jr., William A. Nitch, and Herman A. Elhike are listed as incorporators.

Carl Meyer, traveling representative of the Bushardt-Possin Co., has returned from a trip through the northwestern part of Wisconsin. Winter weather is reported in that section.

Notice has been officially given of the change in the corporate name of Cobabe & Schafer, Inc., 194 W. Water St., to Francis E. Cobabe, Inc., notice being signed by Ethel M. Cobabe, secretary. Joseph Schafer sever his connections with the corporation.

Rank & Mottermeyer jewelry firm has presented a trophy for the largest number of pins entered by one organization in the A. B. C., held in Milwaukee this month. The trophy was awarded to the late ski jumpers in the bowling congress. Before they took the alleys Wednesday night, this association having 40 members entered in the bowling congress.

John P. Hess was re-elected president and general manager of the John P. Hess Jewelry Co., Fond du Lac, at the annual meeting of stockholders this week. Other officers are: M. K. Reidy, vice-president; Miss Jane Hinman, secretary and treasurer; E. W. Kemmitz, sales manager. The board of directors includes the officers and G. H. Ross and Harold Ic, 

Rank & Mottermeyer Wisconsin jewelers who have already made plans to attend the annual convention of the Wisconsin Retail Jewelers' Association at Fond du Lac, May 23-24, are a number of Madison. P. M. Nelson, W. L. Hallinger and C. W. Anderson, of Madison, have already announced their intentions and several other of the 18 Madison jewelers are planning to attend the meeting.

The Jewelers are co-operating in plans for the annual Spring style week which is being observed March 21-23. On the first night all stores participating will be kept dark. Then all lights at the same 7:30. Merchants have planned unique window displays showing the newest in Spring styles. John P. Hess is a member of the committee on merchants in charge. After a long fight in which local jewelers took an active interest and had passed resolutions favoring the movement, Mayor Daniel Hougan has signed the street nomenclature ordinance and the daylight saving referendum resolution. This means that the choice of the council for the Grand Ave. and 6th St. at the base line for the new street naming and numbering plan is now law. The signing of the daylight saving resolution places the question of daylight saving on the ballot for repeal or retention April 3.

An attempt of automobile bandits to rob the jewelry store of Joseph Goldman & Son, 159 Mitchell St., early Wednesday morning, is believed to have been frustrated by the arrival of a patrolman. Passing Mitchell St., the officer reported to the policeman heard a crash of breaking glass. He ran to the Goldman store and found the front plate glass window broken. A large crowd that gathered about the automobille was observed speeding down the street.

Investigation revealed that nothing had been taken from the Goldman window. P. T. Stark and Oscar Knobla have formed a partnership with C. S. & Knobla to operate a retail jewelry store at 3425 North Ave., succeeding to the business of Henry J. Oberst Co. at that location. The two jewelers have been in charge of the North Ave. store of the Oberst company, Mr. Stark as secretary and manager and Mr. Knobla as vice-president. Henry J. Oberst was president and treasurer. Mr. Oberst also conducted a retail store on 392 National Ave., which will be abandoned soon, when he will move downtown to open a new store on Grand Ave., between 4th and 5th Sts.

Milwaukee's attempt at a Spring style week this year proved anything but a success. Various downtown stores had planned a show for the week of March 11-17, and windows were duly prepared for Sunday, March 11. Beginning Monday night professional models were to promenade each evening in the windows and display clothing, shoes, jewelry and other accessories. However, the last late blizzard arrived and it was not until Wednesday morning that Milwaukee dug itself out of the snow. After a few hours' respite snow and rain began again, a sickness which continued Wednesday morning it had been definitely decided to abandon style week promenades. Those who could get downtown had to be satisfied to look at still models in windows one of which practically tied up the city for several days, Milwaukee jewelers came downtown Wednesday night to attend the monthly meeting of the Milwaukee Jewelers' Blatz Hotel. President Edward Motl called the meeting to order at the close of the regular dinner. After dispensing with the usual business the jewelers discussed trade problems, legislative matters and other subjects of concern to the jewelry trade. Locally the club has been active in securing a continuance of the daylight saving plan. As for State legislation, while the various bills which would affect business have been discussed and recommendations made, the local club has generally approved steps of the State association for a committee on the job at Madison. The members of the local club also took up for a short discussion the question of price cutting, as a number of downtown retailers have started a battle royal in that direction. Sentiment seemed to indicate that no part would be taken, but that it would be advisable to let the price cutters fight it out among themselves.

A decision of interest to retail merchants has just been decided in Circuit Court at Baraboo and involves the liability of a husband for a bill contracted by his wife. In the case of the Simpson Garment Co., of Madison, the jury in Circuit Court held that unless it can be shown that the articles purchased by the wife were necessary to the family, a husband cannot be held liable for the purchase by the wife. The case was against W. R. Schultz, of Baraboo, the Simpson company seeking to recover $204.26 for goods purchased by Mrs. Schultz for herself and daughter. The question resolved itself around whether or not the articles were necessary in the family. In charging the jury Judge Crosby explained that the husband need not be in keeping with the station in life of the family; the goods must be suitable and necessary else the husband is not obliged to pay. The wife is the agent to make purchases for the family, and must act in accordance with her authority, the husband not being liable for the cost of articles not necessary in the family. If the husband refuses to pay for necessities the law allows her to purchase, he must pay.

San Antonio, Tex.

H. C. Riefe, of the Omega Watch Co., New York, was recently in town.

The Osborne Jewelry Co. has moved from its former location on E. Houston St. to its new quarters at 111½ Alamo Plaza.

The Dahrooge Novelty Co. has moved from its old home on Alamo Plaza, where it had been established for many years, to a new location on E. Houston St.

J. A. Earl, watchmaker, who has been with the E. Hertzberg Jewelry Co., has returned to his home on his recent visit to Europe, and is now employed by a local firm there.

August Franke, who has for years been a jeweler and optician of Stockdale, Texas, suffered a sickness which necessitated his leaving that city. He passed on the first week in March and left a widow and two children.

Due to a lease given to one of the banks of the city, all tenants were forced to move from one of the buildings on E. Houston St. Among those included was the Siegel & Dubinski Jewelry Co. Having been unable to find another suitable location, the concern has been conducting an auction sale.

San Antonio recently put on a "Trades Week" during which time many guests of the surrounding country were entertained by the manufacturers and jobbers of the city. The week was a complete success and was enjoyed by many who were able to be here and attend. George Goepf, jeweler of Marian, Texas; Joseph Rittiman, Boerne, and W. E. Walter, Fredericksburg, Texas, were guests of the jewelry trade.

Two interesting pamphlets just issued by Richards & Geier, patent and trade mark attorneys, are entitled "Law, Patent, and Practice," (2nd edition), gives a large amount of useful information in regard to patent laws and the basis on which patents can be obtained, and explains the rights and duties of the patent owner and on what it is based, what are valid trade-marks and what are invalid with the help of many examples of both. It also discuses the legal rights of the owner in the trade mark, the subject of trade names, unfair competition, the doctrine of secondary meaning, etc., with suggestions for the selection of trade marks. There is an abundance of recorded cases of trade marks in the Patent Office, and a large amount of information about the registration of trade marks in foreign countries. The other pamphlet entitled "Patents, Law and Practice," (3rd edition) gives a large amount of useful information about the registration of trade marks, gives a large amount of useful information about the registration of trade marks in foreign countries.
BIA, for eight years, has opened a store at and more commodious quarters. He will good time, has just left for the east. 3226 W. Washington Ave., this city.

3rd, has put in a small stock of merchandise. He is reported to be very successful through the north. Paul Sternberg of the Jewelers' Exchange building on S. Hill St. and are already doing business there.

Jewelers' Exchange building, died recently from an operation and co-operation, how to meet price-cutters, etc. The meeting was held at Garden Grove, about five miles west of Orange. Mr. Dayton was given an enthusiastic reception.

Walsh Co., has just started on a trip to San Francisco, expecting to spend a week at his office in that city. The offices of the Bruner company here have been enlarged to accommodate the larger force required to handle Pacific Coast accounts, all of which are kept here.

At the last meeting of the Orange County 24 Karat Club, S. P. Dayton, 714 Title Guarantee building who is a clock specialist, has opened most of the time with an address and answers to questions on clock problems. He spoke on the advantages of organization and cooperation, how to meet price-cutters, etc. The jewelry trade, but in comparison to like periods of 1922 and 1921. In fact business is distinctly better than they have at any time in the past two years.

The following jewelers from out of town have been in Los Angeles recently: B. N. Walker, Long Beach; Fred M. Bryan, Alhambra; Alfred Benton, Downey; J. K. James, Santa Ana; A. J. Dutton, Anaheim; Abe Chain, Bakersfield; Carl G. Strock, Alberta; R. H. Heald, San Bernardino; Geo. B. Bower, Upland; Geo. B. Witman, Pomona; Frank Fraiberg, Santa Monica; J. Posner and R. W. Wilson, Ocean Park; I. Marcus, Hollywood; Frank Hoffman, Santa Ana; J. R. Tindall, Owensmouth; C. E. Miller, Van Nuys, and J. B. Rodgers, Pasadena.

Omaha.

TRADE CONDITIONS

Watches and clocks have been in much better demand this Spring than in the past few years according to A. F. Smith, head of the A. F. Smith Co. here. Mr. Smith explains the demand for watches began more generally this year and have employed and therefore have more general use for a timepiece. He gives the more particularized explanation that the railroads have much more business and are therefore employing many more men than they have employed in the past two years, and that it is a well known fact that all railroad men must have watches and good ones. The constantly increasing use of slowly winding oil watches also adds to the business of Omaha, since Omaha largely supplies the merchandise needed in that district. Wholesale jewelers are beginning to consider these oil fields a real source of an appreciable volume of business.

O. H. Larson, Neligh, Neb., conducted an auction last week to reduce his stock

L. A. Borsheim, jeweler on S. 16th St., has moved his place of business to 16th and Douglas Sts. He was compelled to move because the building he occupied is to be torn down to make room for a handsome new theater building.

Under the management of C. W. Pope, a new jewelry store known as "Ye Diamond Shoppe" has opened at 1519 W. 9th St.

A. B. Shepard, traveler for the Duff Jewelry Co., Omaha, was called home to Omaha last week on account of the illness of Mr. Shepard.

TRADE CONDITIONS

Wholesale jewelers of Buffalo report that business so far this year is distinctly better than it was a year ago, or two years ago at this time. It is not a particularly active season in the jewelry trade, but in comparison to like periods in recent years trade conditions are very satisfactory. "Retail jewelers so far this year, is usual, are carefully watching the more active lines in their stocks which were depleted by the holiday trade of the early Winter. Wholesale jewelers have watched the wedding gift business of the late Spring and early Summer, and are making a closer watch than usual. Dealers are buying with more confidence. Third orders average larger. They are taking more mail of a given article and are making broader selections. Both January and February of this year showed a good increase over the same months of 1922 and 1921. In fact business is distinctly good for this time of the year."

William F. Ehmann is expected back in Buffalo on Saturday from a South American cruise on which he left about a month ago.

Fire in a store next door on March 4 gave Arthur E. Downs, jeweler, 61 West Chippewa St., a temporary scare but was extinguished before any damage had been done in the jewelry establishment.

Business in Buffalo will be transacted on daylight saving time after Easter, the voters having approved of the continuance of the practice at the last election and a referendum on the question was submitted.

King & Fiske, wholesale jewelers, will move from their present location at North Division and Washington Sts. on April 1 to the second and fourth floors of a new building at Franklin and West Huron Sts.

Harry Gamber, a jeweler and diamond importer at 259 Main St., sailed for Europe recently on the George Washington on a purchasing trip. During his absence his business will be under the supervision of his manager, Ed. Rutstein.

Gustave Frisch, jeweler, 15 E. George St., has on display at the Better Homes Exposition at the Broadway Auditorium this week an unique display of clocks, silverware and other jewelry articles to enhance the beauty of the home.

Alfred O. Bald, secretary of the State Retail Jewelers' Association, conferred with Harry N. Clark, president of the organization and C. E. Sunderlin, past president, in Syracuse and Rochester, respectively, last week, in reference to details of the convention program, which will soon be in shape for announcement.

W. D. Lyon, Wauseon, O., has been succeeded by Lyon & Co.
Charles Weber is making a successful trip through southern California for J. H. Spiro.

R. G. White is touring the southern territory for William Davidson and represents business as good.

Burr W. Freer, president of the Burr W. Freer Co., has left for a business trip to the Hawaiian Islands.

Arthur J. Rade, of the S. J. Hammond & Co., has gone to the east to visit the factories for S. J. Hammond.

Albert Hansen, Seattle, who has been in this city for several weeks, has left for a further vacation trip to southern California. S. Wurkhelm, of S. Wurkhelm & Bro., has returned from a trip to Los Angeles, he is still out since his illness, and he enjoyed it.

Charles Weinstock, retail jeweler of Kansas St., has opened a handsome new store in Market St., next door to the Imperial Theater.

S. H. Friend and his son, Herbert Friend, sailed from Europe on the Aquitania, and expect to reach home before the end of the month. Jack Monasch is in the south for the first long outing since his illness, and he expect to reach home before the end of the month.

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Dr. Wallace C. Dyer, local optician, has returned from a business trip to Boonville, Ind.

J. Roy Strickland, handler of clocks and watches at Owensville, Ind., was here on business a few days ago.

J. Harry Poole, former owner of a pearl button factory at Rockport, Ind., was a recent business visitor in Evansville.

There is some talk of a new jewelry store at Fort Branch, a live town on the Chicago and Eastern Illinois railroad, about 25 miles north of Evansville.

John A. Rholander, who conducts a jewelry repair shop on Jefferson Ave. here, reports that the local repair men are doing the best business in many years.

R. M. Dempsey, who came to Evansville some time ago from Rockport, Ind., to accept a position with the Weaver Optical Co., has resigned his position and is now locating in Louisville, Ky.

Many of the towns in southern Indiana will arrange corn shows and other forms of entertainment during the coming season and in these affairs the retail jewelers of those towns will take a leading part.

Jack Bitterman, of Bitterman Bros., one of the most ardent baseball fans in the city, says he can hardly wait until the ball season opens. He expects to see many of the major teams in action during the coming season.

John F. Heinzle, of Heinzle & Nester, Jewelers' Co., Cleveland, which operated a branch of other stores. The company has its headquarters in Chicago where it is claimed to be the largest retail jewelry establishment in the United States above the first floor. The firm specializes in watches and diamonds and carries no novelties or silverware. The firm is known to the trade as "The Arbitrators of Credit Jewelers."

John A. Rholander, who conducts a jewelry repair shop on Jefferson Ave. here, reports that the local repair men are doing the best business in many years.

Jack Bitterman, of Bitterman Bros., one of the most ardent baseball fans in the city, says he can hardly wait until the ball season opens. He expects to see many of the major teams in action during the coming season.

John F. Heinzle, of Heinzle & Nester, Jewelers' Co., Cleveland, which operated a branch of other stores. The company has its headquarters in Chicago where it is claimed to be the largest retail jewelry establishment in the United States above the first floor. The firm specializes in watches and diamonds and carries no novelties or silverware. The firm is known to the trade as "The Arbitrators of Credit Jewelers."

Business Troubles

The Metz Jewelry Co., Inc., Charleston, S. C., is offering creditors forty cents on the dollar.

A voluntary petition in bankruptcy has been filed by the Gem Radio Shop, Chicago. The assets include stock $1,700 and fixtures, etc., $1,500. The liabilities are listed as Taxes $10, secured to creditors $800, and unsecured claims.

Jewelers' Gold Bars Withdrawn and Exchanged at New York

The U. S. Assay Office reports:

Gold bars exchanged for gold coins. $7,207,320.02

Gold bars held in deposit $118,547.

Total $7,326,084.49

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

March 12

March 13

March 14

March 15

March 16

March 17

$129,833.02

$158,747.76

101,666.41

1,297,497.39

$4,281.45

$7,207,320.02

The remuneration for the restraining order recently granted I. J. Morganstern, jeweler, at 240 S. Main St., Akron, preventing the collection of a $9,000 deficiency on auctions, was filed by the city law depart-

ment in common pleas court this week. The demurrer alleges that the ordinance passed by the city declaring that a jeweler must be in business in Akron a year before holding an auction is invalid and that it is upheld by higher court decisions of the State.

Canton retail jewelers won much recognition for their untiring co-operation in the annual Spring exposition, held by tall merchants of Canton, Wednesday, Thursday, Friday and Saturday. Jewelers for the first time participated in the exposition which in previous years has been confined to men's and women's wear and furnishing stores. Jewelers offered many original window displays and two loving cups were furnished by the Walter Dade Jewelry Co., one of which was awarded to the merchant having the best advertisement on the Spring exposition and the other to the store having the most attractive window displays.

The third new retail jewelry establishment to open in Canton in the past year, has begun business at 437 Market Ave., N., and is known to the trade as The Aristo Jewelry Co., one of which was awarded to the merchant having the best advertisement on the Spring exposition and the other to the store having the most attractive window displays.

The jewelry store of A. Wayne Littlefield, Fort Wayne, Ind., was entered by robbers on the night of March 11 and about $1,200 worth of gems stolen. On the same night the safe in a restaurant in that city was robbed of $400 in money. The police believe that both jobs were done by the same gang of robbers. No clues have been found.

The management of the pearl button factory at Leavenworth, Ind., that is housed in the old brick building that for years was used as a warehouse of Crawford county, is expecting a busy season. It is expected the factory will be able to operate steadily during the summer months and employment will be given to a number of men and women at good wages. The pearl button factory is the largest industry in Leavenworth.

Notes from Ohio

TRADE CONDITIONS

After a period of inactivity, which has been in evidence this past Easter week, jewelers in the Akron district report signs of a revival and by early April expect business to be as usual. Normal, it was learned by a representative of THE JEWELERS CIRCULAR this week. There seems to be a brisk business in watches, and having a demand for watches, an increase in both items has been noted. In a few weeks it is expected not an industrial plant will be idle. Jewelers say money is easier and that people are caught up with their obligations and that it will be only a matter of a short time until they will again give attention to luxuries. Credit is less in demand and fully 70 per cent of sales are cash.

J. T. Fowles, of the C. H. Yeager Co., has been elected president of the Akron Retail Credit Men's Association. Many Akron jewelry shops are identified with the association.

G. C. Rankin, Carolton, O., jeweler, announces he will discontinue his Carrollton location in Tuscarawas St. W., and will open an up-to-date shop, soon after the middle of April.

G. A. Garver, Strasburg, O., merchant, head of the widely known Garver Bros. Co. store, and well known to the trade, is one of three nationally known retailers to address the national retail merchants' convention at St. Louis, recently. His subject was "Building a $1,000,000 business in a town of 1,000 population." George D. Bates, vice-president of the First Second National Bank was re-elected president of the Akron Better Business Commission at a recent meeting. B. A. Polsky was named vice-president. Philip Baldwin was appointed commissioner in charge. This organization has in its membership practically every retail jewelry store in greater Akron.

Freed's jewelry store, N. Sandusky Ave., Bucyrus, O., has been sold to the A. & E. Jewelry Co., Cleveland, which operated a store in Cleveland for a number of years. Al Levine, who has been manager of the Freed store, has purchased an interest in the store having the most attractive window displays during the past few weeks that have attracted most favorable comment. The local stores, taken as a whole, have splendid windows for displaying their wares and they take full advantage of it.

With the coming of high school commencements in the towns in southern Indiana, southern Illinois and western and northern Kentucky the local retail jewelers are looking for increased business. The Spring commencement trade gets a little larger each year, according to the local jewelers.

The jewelry store of A. Wayne Littlefield, Fort Wayne, Ind., was entered by robbers
A. H. Cohen has moved his place of business from 532 to 540 Minnesota Ave., Kansas City, Kan.

W. B. Warner, of the firm of Widber & Warner, is making a trip on the western coast and will return about April 1.

W. H. Moore has opened a jewelry store at Tonkawa, Okla. Mr. Moore formerly had a small repair concern at Woodward, Okla.

A. Woodring, formerly a salesman with a jewelry concern in Topeka, Kan., has opened a jewelry store at Chanute, Kan.

Mr. F. H. Gross, Canton, Mo., has returned from a two months' trip to California. Mr. Gross conducts a jewelry store at Canton, Mo.

H. C. Taylor, manager of the Taylor jewellery Co., Kansas City, Mo., and the Kansas City Wholesale Jewelers' Association held a meeting March 18, at the Hotel Muehlebach. The meeting was the first held by the society with the idea in view of planning for the annual convention, and, as the convention will not be held for some time, it is believed that extensive plans will be made.

Seligman & Michaelson, jewelry manufacturers, who have been located in the Bonfils building, have moved to larger quarters in the Lillis building. New equipment has also been installed, which will enable the firm to do a much larger volume of business. The change is very beneficial to the firm, as the new location, at 11th and Walnut Sts., is a much better one and the building more modern.

Mr. and Mrs. E. L. Munn have returned from several weeks wedding trip in Palm Beach and Havana, returning by way of New Orleans and Shreveport, La. Mr. Munn is a member of the firm of Knaul-Cuthbert-Munn Jewelry Co. and is president of the Kansas City Wholesale Jewelers' Association. He was married on Feb. 14 to Mrs. John Alfred Cochran of this city, immediately after which Mr. and Mrs. Munn left for a southern trip.

Pacific Coast Notes

Belrand Bros., 1211 Jay St., Fresno, Cal., have suffered a robbery loss, in merchandise, estimated at $300.

S. West, jeweler, of 12th St., near Broadway, Oakland, is holding an auction sale. Mr. West recently bought out the stock of Katz Bros.

Stella M. Austin publishes notice of the sale of her interest in the stock and tools of the Austin-McCarthy Co., Lompoc, Cal., to A. W. Austin.

R. A. Bay, who has been conducting a jewelry store at Rosemont Ave., Madera, Cal., has secured a new location next the post-office and is not only prepared to give good service in the jewelry line, but has also installed a late model radio and phonograph, to the great joy of those who care to listen. He has also built a mezzanine floor where he will have a line of phonographs on sale.

H. C. Taylor, manager of the Taylor Jewelry Co., Sheridan, Wyo., and Long Beach, Cal., has returned from the Sea Side Hospital to his home at 1010 Maine Ave., Long Beach, it is stated. Mr. Taylor was a patient at the hospital as the result of a beating over the head with the butt end of a revolver, administered by a bandit at the Long Beach store. Preliminary hearing of Jesse Taylor, arrested at Huntington Park, Cal., on suspicion of having robbed the store and shot the proprietor, has been had. It is alleged that the suspect is wanted on a number of felony charges. The Long Beach police have not succeeded in recovering the $3,500 worth of diamond rings, stolen by the thief who beat H. C. Taylor and injured him very seriously.

Egyptian jewelry is being made by a number of local firms. A. B. Cummings left last week on a business trip through the west.


The R. F. Simmons Co. has instituted a scheme for benchwork beginners in the jewelry trade. The pupils are paid good wages while learning the trade.

At a special meeting of the board of trustees of the Sturdy Memorial Hospital last week, Frederic E. Sturdy, of the J. F. Sturdy Sons' Co., was elected a trustee of that institution.

Reports to the State Department of Labor and Industry from a group of 22 jewelry establishments in Attleboro show that 19 are on full time and two are working overtime.

The members of the Attleboro Chamber of Commerce held their sixth annual ladies' night last Thursday evening. The speaker of the evening was Hon. W. P. G. Harding, governor of the Federal Reserve Bank of this district. President Joseph Fishberg presided over the meeting, and in his address Mr. Harding expressed his pleasure at being in Attleboro, which was described by the speaker as the world of the jewelry industry. He praised the activity of Mr. Fishberg, and stated that he had not taken up his residence in Boston but two hours when he received the invitation to come to Attleboro. At the conclusion of his talk he was presented with a sterling silver initialed cigarette case, made especially for him by one of the local concerns.

A bronze loving cup, inlaid with silver and gold, was presented to Edward H. Hufnagel, president of the American National Retail Jewelers' Association by the jewelers of Texas at a banquet Monday afternoon, March 5, in the Palm Garden of the Adolphus Hotel, at Dallas, Texas. Simon Linz, president of the 24-Karat Club of Dallas, presented the cup and introduced Mr. Hufnagel, who was the speaker of the occasion. His address was along lines pertinent to the jewelry trade and during his discourse he touched upon many matters of vital trade importance.

Mr. Hufnagel was on a six weeks' tour of the south and west where he has been addressing jewelers in the various large cities on the importance of trade organizations.
DIAMOND MOUNTINGS  MANUFACTURERS  SPECIAL ORDER WORK

ANNOUNCEMENT

ALTERATIONS ARE BEING COMPLETED TO ENABLE OUR MANUFACTURING DEPARTMENT TO RENDER BETTER AND MORE EFFICIENT SERVICE TO THE TRADE

We Solicit Your Patronage

SCHWARTZMAN JEWELRY COMPANY

COMMERCIAL BLDG.  SIXTH and OLIVE STS.
SAINT LOUIS, MISSOURI

WATCH REPAIRING  JEWELRY REPAIRING

F. C. JORGESON & CO.

159-167 N. Ann St.

CHICAGO

We Manufacture

High Grade Jewelers' Fixtures,

Show Cases, Etc.

Colonial Wall Case No. 123
For proper harmony order our No. 107 counter case with this wall case.
"The Best of Everything"

This cut represents two 8 ft. Wall Cases and a 30" mirror section. Carried in stock in 8 ft. lengths in Birch, oak mahogany finish and dark golden oak finish.

Write Today for Prices
How Tact Can Win Over Unreasonable Customers

Written expressly for The Jewelers' Circular

"I was at the drug store some days ago, and asked for a tube of my favorite tooth paste. When the wrapped carton was handed to me I noticed a variation in the size of the tube, and asked the clerk if he had given me the brand I asked for. He replied that he had, whereupon I opened the parcel and found the contrary to be the case. Discovering his error he promptly apologized, adding that he was entirely to blame for the mistake. Had circumstances been reversed, and I had incorrectly given my order, he would willingly have shouldered the blame, since I sized him up to be a man who would rather assume the customer was right than engage in an argument. In fact, he admitted later on that this was his policy. It is a lot better, sometimes, to charge up Advertising or Good Will losses sustained as a result of merchandise that has been returned by a customer because of real or fancied imperfections, rather than become involved in an argument.

Occasionally we find a jeweler who is not always willing to take the stand that the customer is never in the wrong. Regardless of his attitude in the matter, however, it is well to assume for business reasons that the customer is generally in the right. It takes a jeweler possessing an unusual amount of tact and diplomacy to carry on an argument with a customer in the handling of a complaint, particularly if the customer happens to be a woman. The more refined and educated the customer, the graver is the risk involved from a sales standpoint.

In conversation with a watch salesman some time ago, we drifted on to this subject, and in the course of his remarks he related a rather trying experience one jeweler of his acquaintance had with a woman, in which he played a prominent part. It appears that this particular jeweler had sold a woman a wrist watch, which after having been used for some weeks was returned by the customer with the report that it would not keep time. The jeweler made the necessary repairs and adjustments to the watch and returned it to the woman "No Charge." Some weeks later she again brought back the watch for like cause, and insisted that the jeweler either replace the movement or give her a new watch.

Maintaining his composure, the jeweler in all politeness told the woman he would send the watch on to the factory, and request that they furnish a new movement. In due time the watch came back from the factory in first-class running order, and was to all intents, a new watch. To be absolutely sure the watch kept perfect time he had one of his salesladies wear the timepiece for several days before asking the customer to call. When, finally, the watch was turned over to the woman it was keeping excellent time. And under favorable conditions would continue to do so until it again needed cleaning and oiling.

Nothwithstanding these precautionary measures, it was not many weeks before a customer of his acquaintance had with a watch. I must apologize to him immediately for the inconvenience you have caused him. The jeweler and his customer parted the best of friends as a result of the salesman coming to the rescue. Had this jeweler undertaken to argue with the woman, he would, in all probability, have forfeited his privilege of serving her in the future, to say nothing of the harm she might have done him among her acquaintances.

Customer—"Is that a positive fact? Well, I feel very grateful to you for this information. I have all along been accusing Mr. Blank of selling me a good-for-nothing watch. I must apologize to him immediately for all the annoyance I have caused him."

Needless to say the jeweler and his customer parted the best of friends as a result of the salesman coming to the rescue. Had this jeweler undertaken to argue with the woman, he would, in all probability, have forfeited his privilege of serving her in the future, to say nothing of the harm she might have done him among her acquaintances.

Personally, I prefer to take chances of being imposed upon occasionally, giving the customer the benefit of a doubt, rather than engage in an argument, which in nine cases out of ten ruffles the feelings of a customer, and ends up in the severance of the customer's patronage and good-will.

Did space permit, I might cite any number of instances in support of my contention that the customer is always right. Suf-
Egyptian Glassware on Exhibition

New Console Sets, Candelabra, etc. Entirely new Effects in Color and Flint. A large line of new sterling mounted novelties which includes something out of the ordinary in Vanity Cases.

At Hotel Pennsylvania
March 14th to March 22nd
Mr. H. N. Johnson in charge

T. G. Hawkes & Co.
Corning New York

Edward's-Ludwig-Fuller Jewelry Co.
Kansas City, Missouri
A STRIKING STORE FRONT

THE natural craving for "pretty things" accounts for the attraction that unusual and colorful window-fronts have for the buying public. Alonzo S. Thomas, president of the Santa Fe Watch Co., 821 Kansas Ave., Kansas City, Mo., has spent more than $5,000 to make his store-front beautiful. From the mosaic up of the floor-front, in which are the words "Santa Fe Watches," to the great sign across the top, bearing the name of the company, it is "a thing of beauty."

The design and the materials composing it were gathered from many parts of the world. The dome directly over the center of the front is reminiscent of the land of the fer, while the vari-colored glass came from Vienna. Vermont mable, with its light green veining upon a scarlet background, is used at the base, and copper frames support the shining glass windows. A deep valance, fringed-trimmed, adds to the richness of the window, and is crested with a design, the motif of which is a victor's laurel crown. Signs of bronze hang in either window and bear the name of the article on display. At night the electric bulbs are turned on and the rays of lights from the dome of many colors prove very attractive.

by firms of all sizes and is particularly applicable to the firms doing business in the smaller cities and towns.—R. H. P.

TONGUED LETTER-WRITER FOILED

A traveler on a steamship had written a complaint to headquarters about the presence of vermin in his berth. He received back from the administrative head a letter of immense effectiveness. Never before had such a complaint been lodged against this scrupulously careful line, and the management would have suffered any loss rather than cause annoyance to so distinguished a citizen, etc., etc.

He was very delighted with the abject apology. But as he was throwing away the envelope there fell out a slip of paper which had apparently been enclosed by mistake. On it was a memorandum: "Send this guy back from the administrative head a letter of immense effectiveness."

Michael M. Huck, Wilmington, Del., has been succeeded by Huck Bros.
SALESMEN’S DISPLAY EQUIPMENT

Every kind of case or tray that your salesmen may require.

It is to your interest to use RUECKERT’S Sample Cases, Trays and Trunks.

Rueckert Manufacturing Co.
9-13 Maiden Lane, New York
Providence, R. I.

REAL AMBER NECKLACES

Faceted
Round
Graduated

Cloudy
Oval
Uniform

Fashionable Lengths
Special Low Prices
Send for Selection Package

BORRELLI & VITELLI
15 West 34th St.
New York

COMPACTES

Poudre
Rouge

Hand Made by French Plastic Method or Machine Compressed on Patented Metal Plates or Disks.
Will Manufacture the Compacts for Your Metal Vanity Boxes

JOSEPH L. STUMMER
Manufacturing and Consulting Chemist
201 Fulton Street
New York

90% of the Business Men that fail come from the ranks of the Non-Advertiser. Play Safe and Advertise. Write for our Free Cut Service.

SEND NO MONEY SURPRISE your WIFE ON THE NEXT ANNIVERSARY
2 GENUINE DIAMONDS 4/100 Each
14kt. White Gold Top Genuine
Hope Ruby
To Retail $25.00
Send us the name of the nearest jeweler and the ring will be sent for inspection.
This ad is appearing in the prominent monthly publications throughout the year.
FREE cuts in all emblems and initials with one ring or more.

BUFFALO JEWELRY MFG. CO.
"The Mail Order House"
Brisbane Building
Buffalo, N. Y.

Surprise your WIFE ON THE NEXT ANNIVERSARY
3 Genuine Diamonds 4/100 ea.
Looks and Wears Like PLATINUM 20Kt.
White Gold Hand Carved To Retail $25.00
Real Platinum without diamonds same price.

Insert this ad in your local papers. Cuts furnished without charge with one ring or more.
WRITE for WHOLESALE PRICE
Intelligent Persistence Required to Collect Money

Written Expressly for The Jeweler's Circular

By way of illustration, let me relate an experience one jeweler in a Pennsylvania town had with a customer he assumed was perfectly trustworthy. The young man in question wanted to buy a diamond and platinum bracelet for his fiancée, but had not the ready cash with which to consummate the deal. Knowing the lad's father the jeweler unhesitatingly gave him for the financial injury sustained in connection with this transaction. Loss of money, interest, time and patience was the penalty this jeweler paid for extending credit too generously.

Whether the jeweler elects to call in person on delinquents, or write letters urging payment on overdue accounts, the fact remains that tact and diplomacy must not be lost sight of. An individual should never be counted dishonest until proven so. Be charitable, but firm, in demanding payment. Remember that you can hold the good-will and patronage of customers just as long as when you encourage them to pay their accounts promptly, as when you permit unpaid accounts to drag along indefinitely. Further, the jeweler who mails statements to delinquents has more regard for you in the end.

DO not deem it necessary or expedient for a jeweler to make any apology in requesting payment of an overdue account. A debtor has no reason to feel offended when called upon to pay that which he justly owes. In times past I have written courteous letters to delinquents pleading for remittances on the ground that creditors were pressing me for funds. Seldom, however, have I found this method successful. One educational institution in a neighboring city to whom we sold jewelry and silverware a year or more ago, are perfectly capable of meeting their current obligations, yet refuse for some reason best known to themselves to settle their account. For a number of months past we have enclosed with our statement a carefully worded letter, courteously calling their attention to the fact that the account in question was long past due-without getting so much as a peep out of them. I'll grant that it is natural for people to procrastinate, but it is exceedingly irritating, to say the least, for a jeweler to be called upon to wait indefinitely for money owing him. In all probability the school above referred to has the best of intentions when it comes to paying their debts, but has allowed procrastina-

Thus begins a paragraph in a circular letter received in the mail some days ago from a concern advertising a new method of collecting overdue accounts. There may be a modicum of comfort in the thought that "persistence" eventually loosens up the purse strings of the average delinquent. In "dunning" slow pay customers, however, even persistence gives way to despair at times, and we are prone to wonder just what constitutes "intelligent" persistence.

If we are debating the question permit me to quote a fellow jeweler who said in my presence the other day: "The trouble with us is that we make credit too cheap. We are too apt to encourage customers to buy now and pay later with the result that some never pay at all." Making credit too cheap, therefore, seems to be the forerunner of a long train of evils that spell loss to some jeweler, and disappointment and anxiety to others.

From our youth up most of us have been taught to believe that prevention was better than cure. It seems particularly appropriate that mention be made of this homely bit of philosophy at this point in our narrative, because I candidly believe that the introduction early in the game of preventive measures relating to credit will do more to alleviate financial worries than any amount of cure via the collection route. Do more to alleviate financial worries than any amount of cure via the collection route. Do more to alleviate financial worries than any amount of cure via the collection route.

There may be a modicum of comfort in the theory, either, for I can cite any number of instances in support of my contention that it pays to follow up delinquents. A debtor has no reason to feel offended when called upon to pay that which he justly owes. In times past I have written courteous letters to delinquents pleading for remittances on the ground that creditors were pressing me for funds. Seldom, however, have I found this method successful.

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If, among those you have trusted, you find some who would take advantage of your generosity, ignoring from month to month the statements mailed them, the quicker you bring them to a realization of their short-comings, the less you will find it necessary to charge off Profit and Losses at the end of the year. My experience has been that one call in person on delinquents has accomplished more than a dozen letters requesting settlement of overdue accounts. It is a well established fact that a past due account loses value as a business asset the older it gets. Hence my suggestion for immediate action on the jeweler's part. Don't wait for your overdue accounts to gather moss. Have your bookkeeper prepare a statement every month listing the names of all customers who show a disposition to spar for time in making settlement. Then with the statement before you, single out the names of individuals who for some months back have neither made purchases or paid anything on account. These are the people who will hear warning. Like the fellow who loaned money to his friend and lost his friend, you stand to lose customers as well as the amounts they owe you, unless you keep tabs on them. This is not mere theory, either, for I can cite any number of instances in support of my contention that it pays to follow up delinquents.

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Arlington Comb Works

Manufacturers of
Hair Ornaments and Jewelry Novelties.

SALESROOM
125 Fifth Avenue
NEW YORK

Write to
HENRY DAVIDSON
For the
Latest Designs
in
WHITE GOLD MOUNTINGS
51 Maiden Lane New York

SAPPHIRES EMERALDS
Oriental Australian Synthetic
All shapes and sizes in stock, ready to be furnished and set in your mountings.

Quality—Service—Craftsmanship

LOUIS BEITCHMAN
LAPIDARIES—SETTERS
108 Fulton Street New York City

14K. Cameo Jewelry
Choice Carvings
Send for Memo Selection

A. R. Garofalo
72 BOWERY NEW YORK

SPIRO Ring Watch Case
Wrist Watch Cases
of every description
Samples sent on request

SPIRO WATCH CASE CO., INC.
Manufacturers of Gold and Platinum Cases
79 Nassau St. New York
A JEWELER of my acquaintance related an experience he had with a customer some time ago, which serves to illustrate the need for caution in this respect. It appears that a man brought in a chime clock to be overhauled, giving instructions for the jeweler to deliver the clock and set it up in his home after the repairs had been completed. Some days later the customer called to complain that the clock was not keeping time, and was chiming improperly. The jeweler promised to look into the matter, but straightforwardly forgot about the incident. Later the customer might have received a call from the 'phone, which likewise went unheeded. A bill was rendered in due time for the repairs to clock, and was followed up with the customary reminder letters. Not having heard from the customer in several months, the jeweler scented trouble, and had a salesman interview the man in person. It then developed that the customer had resented the treatment accorded him, and had resolved not to pay the bill until the trouble with his clock was corrected. Had this jeweler not ordered an investigation, he might have waited until doom's day for the customer to pay up. This incident further emphasizes the need for a careful scrutinizing of all over-due accounts at regular intervals, not only for the jeweler's own protection, but because of the possibility of a customer nursing an unwarranted grudge against him for reasons of a similar nature.

Regardless of the care exercised on the part of a jeweler in extending credit, the account of a confirmed "deat beat" occasionally turns up in the ledger. Eternal vigilance alone will prevent losses from accumulating, and will render it more difficult for any class of people to ply their trade. Getting on, the jeweler monthly with your bookkeeper is not a tedious or laborious procedure, when it is done with a view to spotting delinquents. Any progressive jeweler who wants to keep his finger on the pulse of his business must have a method of determining when and how his customers are meeting their obligations. The ledger tells the story in a language he can understand, making it possible for him to limit or extend credit with the facts before him in black and white.

Every so often some wonderful system for collecting money is brought to the attention of jewelers. For example, I have before me a folder describing a series of form letters written by so-called collection experts. They leave the reader to infer that bad debts will vanish into thin air the moment their letters or notices are mailed to delinquents. All such glowing testimonials as these look well on paper, but I am yet to be convinced that it will pay a jeweler to adopt such methods in collecting outstanding accounts. If an honest, courteous letter couched in the jeweler's own phrasing doesn't effect settlement of an outstanding account, it's a safe bet that form letters written by a stranger won't. I have had considerable experience in wording, typing and sending out collection letters for jewelers, and am, therefore, in a position to argue, that in many instances persuasive measures other than those gruff phrases in cold type are needed to bring home the bacon.

ONE of the evils to be laid at the door of a too ready acquiescence in granting credit on the part of the jeweler, is that of overbuying on the part of some of his customers. In my own experience I have known people to buy jewelry and novelties, when they would not have considered buying for a minute, had they been obliged to pay cash for their purchases. Women, particularly, are given no rest until settlement is made. The jeweler himself might have the time to ponder over the type are needed to bring home the bacon. While waiting for the time to come when you may need me, I now need you—that is, your help. The amount you owe me is small, only $4. Let's clean it up right away and we'll both be happier.

March 21, 1923.

THE JEWELERS' CIRCULAR

THE JEWELERS' CIRCULAR

NO. 1

"I have had the pleasure of serving you, and I hope to do it again and again. While waiting for the time to come when you may need me, I now need you—that is, your help. The amount you owe me is small, only $4. Let's clean it up right away and we'll both be happier.

Very truly yours,

NO. 2

"There's that little charge of ($4.00) still on my books. I hate to write about it because that's too much like 'dunning.' Just send me the money today and say 'There, that's done,' and I can say the same and 'Thank you.'

Respectfully yours,

NO. 3

"Out of all the hundreds of people I have served there are only eighteen who owe me a penny. As a matter of pride I am trying to keep my record clean and have my money. It友善 to help me to have one hundred percent collections. Can I count on you to send me ($4.00) to clear the charge against you?

Very sincerely yours,

In rummaging through my clippings several days ago, I came across some gummed 'dunning' messages bearing the following inscriptions:

"Your attention is called to the above, which has been standing for a long time. An immediate settlement is desired.""Seventy statements have been sent you. Do not through longer delay force the use of unpleasant methods to collect this bill."

CONTRAST the above type of collection appeal with the three form letters herein before quoted, and decide for yourself which of the two methods produce the most pleasant after-effects. It might be productive of good results if jewelers had this quotation printed or rubber-stamped on their billheads or statements. I am passing this along for what it is worth.—A. S. K.

The Bugle was the first paper to announce the death of Bob Martins, and the first to deny the report as untrue. The Bugle is always first in everything.—Taswell County Bugle.

"I am selling adding machines," announced the new traveling salesman to the country storekeeper. "I have the best adding machine on earth. It will add any number of figures accurately."

"Reckon I don't need one," replied the storekeeper, shifting his seat on a multistick cracker barrel.

"But, man, how else can you keep up with things?"

"Well, I got a plenty good enough system. I cut a notch on the counter every time I make a sale."—American Legion Weekly.
Tut-Ankh-Amen Display Brings Jewelers Much Publicity

It would be timely to make a Tut-Ankh-Amen display. A suggestion is embodied in the accompanying exhibit. Emphasize the fact that in the days of old Tut-Ankh-Amen there were no such magnificent jewels as are made up today. Show the public that it can procure today at moderate prices dazzling trinkets of beautiful craftsmanship such as were never seen in the days of the famous old Egyptian Pharaoh.

Tut-Ankh-Amen has made a big hit after a reticence of several thousand years. The latest piece of publicity connected with him is this window display by a jeweler, George F. Beach, of Valparaiso, Ind. The display was a representation of old King Tut's tomb. Everything in the window except two pieces was taken from the jeweler's own stock. In a communication to the editor of the Storekeeping Department, F. M. Jones, vice-president of the concern says:

"The thought came to us that owing to the great interest shown in the recent excavations in Egypt it would be well for us to show something of this kind and we can say that it was the best advertisement we ever had. We linked up this novel window display with the slogan 'Gifts That Last,' and the idea was well impressed on the public."

Emphasize Easter as the "Dress-Up" Occasion of the Year

Jewelers throughout the country are beginning to recognize the real selling events that come throughout the year. When these selling occasions are more readily taken advantage of by creative advertising more jewelry will be sold, volume and turnover will be increased and cost of doing business reduced. Nothing was so impracticable as the old notion that the jewelry business was a single season business. Christmas and jewelry were by many considered synonymous, notwithstanding that there is hardly any business offering greater opportunities to the ingenious advertiser with imagination and selling instinct.

Easter has always been recognized by well-known Canadian jewelers as a selling occasion. They have wisely seen fit to advertise not only the expensive articles but the inexpensive ones as well. "Gifts for all occasions and gifts to fit every purse" has been the thought which has brought about much success. We have emphasized in the department for 20 years the opportunities afforded by Easter and other occasions. We well recall the time when few, if any, jewelers sold rosary beads, another readily salable article suitable not only as an Easter gift but as Confirmation gifts, First Communion gifts, etc., etc. Now many enterprising jewelers carry these lines and have learned to add seasonable, quick selling, appropriate gifts for the different occasions that come at Easter, such as engagements, weddings, bon voyage gifts, new home gifts, tourists' gifts and many others.

Easter is a dress-up occasion. This idea may be turned to advantage in the advertising. It comes this year April 1, the diamond month of the year, giving the jeweler a chance to make an attractive display of diamond jewelry of all kinds. Get the new book on diamond jewelry and have learned to advertise not only the expensive articles but the inexpensive ones as well. "Gifts for all occasions and gifts to fit every purse" has been the thought which has brought about much success. We have emphasized in the department for 20 years the opportunities afforded by Easter and other occasions. We well recall the time when few, if any, jewelers sold rosary beads, another readily salable article suitable not only as an Easter gift but as Confirmation gifts, First Communion gifts, etc., etc. Now many enterprising jewelers carry these lines and have learned to add seasonable, quick selling, appropriate gifts for the different occasions that come at Easter, such as engagements, weddings, bon voyage gifts, new home gifts, tourists' gifts and many others.

Easter Day, which is the 'Dress-Up' Occasion of the Year, is a time when the jewelry business is in full swing because of the thought and feeling of the 'Dress-Up' Gifts. Easter is a time for the giving of Easter gifts, which can be sure to please. The time is ripe for the sale of Easter gifts at all price levels, from the inexpensive to the most expensive. Jewelers throughout the country are beginning to recognize the real selling events that come throughout the year. When these selling occasions are more readily taken advantage of by creative advertising more jewelry will be sold, volume and turnover will be increased and cost of doing business reduced. Nothing was so impracticable as the old notion that the jewelry business was a single season business. Christmas and jewelry were by many considered synonymous, notwithstanding that there is hardly any business offering greater opportunities to the ingenious advertiser with imagination and selling instinct.
Do not forget Mother's Day, which comes May 14, in your Easter advertising. Suggest that a little trinket be bought with the Easter gift and kept for another opportunity for concerted action.

Colors in the Show Window

Popular Easter colors are lavender, white, yellow and purple. But purple is rather lugubrious, and might well be avoided. It is, however, what is known as an ecclesiastical color. Put Easter lilies and Spring flowers in the window. Trim the base of the window with clean, immaculate material, preferably silk. Silver candlesticks on either side and appropriate silver for the Easter dinner table might form part of the display. Put the large pieces well in the rear. These might form a semi-circle. In front of these essentials you might place jewelry, including mesh bags for the fashionable woman with her new gown, scarf pins for the well-groomed chap, sleeve links, men's watches, women's wrist watches, brooches, necklaces, bracelets, earrings, finger rings, etc.

New Watches for Old

"I want 600 watches before August 15th," certainly made a striking caption for the advertisement used recently by S. D. Burtitt, Rochester, N. Y., in a space of six inches double column. This is an excellent way to stimulate watch buying and might very profitably be adopted by many other jewelers. Automobiles are turned in after a single year's use very often, and a brand new one sold in exchange for the old and a certain amount of cash. Some people make a practice of this plan and thus keep themselves fairly free from all troubles and responsibilities. There is no reason why a man should carry an old worn-out watch with annoyance and inconvenience any more than a man should put up with a worn-out automobile.

No longer is the modern individual satisfied, moreover, with a single timepiece. There are timepieces for the opera, timepieces for business use and jeweled timepieces for other special functions.

Just as I am about to send this page to the pressroom I am reminded of "National Sterling Week," to be celebrated in May—another opportunity for concerted action.

Every Sign of a Big Travel Year

Many things indicate a big travel year for 1923. Jewelers can cash in on this and it is well to be prepared. There are many articles which the jeweler can sell to the ocean traveler. Gifts will be presented to the voyager. Suggest appropriate gifts in your advertising. Make your copy suggest-
Perfect Incorporation
is Guaranteed in our
WELDED PLATINUM-ON-GOLD SHEET
(White, Green or Yellow Gold)

Stock Combinations
PLATINUM—1/50 on Gold—49/50
1/40 39/40
1/30 29/30
1/25 24/25
1/22 21/22
1/20 19/20
1/16 15/16
1/15 14/15
1/13 12/13
1/12 11/12
1/10 9/10
1/8 7/8
1/7 6/7
1/6 5/6
1/5 4/5
1/4 3/4
1/3 2/3
1/2

Special combinations to order.

Our 18Kt White Gold is distinctly superior. Try it!

R. & H. Platinum Works
Refiners and Workers in Platinum, Gold and Silver
709-717 6th Avenue, New York

The Elimination of Time, Difficulties and Costs incurred in the manufacture of 18 Karat White Gold can be had by the use of a few Pennyweights of Palladium mixed with our newest and most improved alloy.

This is not an experiment. We can offer a signed testimonial from one of the most enterprising concerns in the jewelry business, vouching that this mixture has given them the best and softest gold they have ever used. The completed gold will cost $.90 per dwt., can be cross rolled without Annealing, suitable for Tubing and Remelted without difficulty, and above all, least wear on Tools.

We are also offering a white gold Solder—suitably adapted for the use with this gold, very high in karat, guaranteed not to break, and most important, will not tarnish.

Information on both these items will be cheerfully furnished to any manufacturing jewelers in the trade.

1858
Sweep Smelters  Refiners  Bullion Dealers
LELONG-KENDICK
Manufacturers of
Sheet—White Gold—Wire
Six—Platinum Solder—Grades
Gold Solder—All Karats
Adoles—999+ Silver—Solder—Wire

PLATINUM—PALLADIUM
PALLADIUM WHITE GOLD
IRIDIUM—IRIDIO-PLATINUM

Halsey, Marshall and Nevada Sts. Newark, New Jersey
"Everything in Precious Metals"
Telephone 1014 Mitchell
Interesting Collection of Watch Movements

Owned and Displayed by Major Paul M. Chamberlain, Chicago, During the Exhibit Made in Connection with the Second Annual Dinner of the Horological Institute of America, at the Hotel Astor, Jan. 19.

(Continued from issue of March 14)

Fig. 19—Ratchet tooth lever. "M. Grossman, Dresden, No. 2579." This movement has winding wheels and anchor, made of the bronze which Grossman found by experiment to be desirable. M. Grossman was born 1826, died 1885. His essay on the lever escapement, winning the prize offered in 1863 by the British Horological Institute, is a classic on the subject.

Fig. 20—Otay Watch Co., Otay, California, No. 30580." Fifteen jewels adjusted, whip lash regular, with diagonal adjusting screw, the head being thus brought to a convenient position for turning. The Otay Watch Co. was started in the late eighties and went out of business in 1890, the machinery being sold to a Japanese company at Osaki, Japan. The superintendent and promoter was P. H. Wheeler, of Elgin, Ill.

Fig. 21—Spring detent chronometer, by "Girard Perregaux, Chaux-de-Fonds. This is a very beautifully made gilt movement, with helical balance spring and "up and down" dial. Projecting from the top coil is a finger which, when the arcs become too great, is interposed between a vertical pin on the balance arm and two depending pins from the bridge, checking the action and preventing overbanking.

Fig. 22—"E. Howard & Co., Boston. No. 201, Reed's Patent, Nov. 24, 1857." Steel balance, left hand key wind. The size is 45 m.m., a trifle larger than 18 size (44.86 m.m.). The escape wheel has club teeth and the pallet stones are set vertical from the pallet fork, which swings in a plane below the escape wheel. The main spring is chambered in the pillar plate and the outer end attached to it. The spring drives from the inner end on a collet acting through a power-maintaining device in the main wheel. This was the patent of George P. Reed, 17055, granted April 14, 1857, though the date on the watch gives it Nov. 24. The device prevented injury to the train in case of spring breaking and necessitated a left hand wind. Edward Howard was born in Hingham, Mass., Oct. 6, 1813. About 1842, he, with D. P. Davis, began a partnership for the manufacture of high-grade clocks. In 1849, they, with Aaron L. Dennison and Samuel Curtis, started the American Horloge Co., whose successor, the Boston Watch Co., became in-

solvent in 1857 and was sold to Royal E. Robbins. Mr. Howard returned to Roxbury in the clock business and soon began building the watch here described, which may have been finished in 1858, but probably was not completed until a little later.

Fig. 23—Stem wind duplex, by "E. J. Dent, watchmaker to the Queen, London. Patent No. 26788." The winding pinion, which is held in the case, transmits power to the winding wheel by an idler, set at 45 degrees. In the outer coil of the spiral balance spring is a kink projecting out to rub against a pin in the balance arm when the vibration arc becomes too great, thus preventing overbanking.

Fig. 24—Model of system for converting key wind to stem wind. On the stem is a spiral, and in it engages a pin from a lever connected at the other end, with pawl to ratchet wheel on winding arbor. The stem thus converts rotary to reciprocating motion. The scheme was contrived and executed in a few hours as consequence of a wager by E. Cottier, of Geneva, when he was working for Patek Philippe & Co. many years ago.
PLATINUM
In all Degrees of Hardness
Welded on Gold in all Ratios

THOMAS J.
DEE & CO.
REFINERS

Let us supply you with soft platinum plates, solders and wires, also 5%, 10% and 15% iridium platinum.

Purchasing and Sales Dept.:
5 So. Wabash Ave.

We manufacture real green—green gold plates, wires, and solders in 14Kt., 18Kt., and 18Kt. also white golds and red golds. DEE GOLDS have excellent working properties.

Refriging and Manufacturing Plant:
317-319 E. Ontario St.

CABLE ADDRESS, MATTHEY, NEW YORK

JOHNSON MATTHEY & COMPANY, Inc.
BULLION MERCHANTS
CHEMISTS AND METALLURGISTS

Dealers in Platinum, the Precious Metals and Rare Earths

JOHNSON MATTHEY & CO., LTD.
Hatton Garden

Official Assayers and Refiners to the Bank of England

THE BUYERS' DIRECTORY

Price $1.00
The Jewelers' Circular, 11 John St., New York
Fig. 25—Middle temperature correcting balance. William Hardy, 28 Copplce Row, Coldbath Square, Clerkenwall, 1800-30. A chronometer and clockmaker devised a complication which received a premium from the Society of Arts the gold medal and fifty guineas. In this example the metals are not fused together. Robert Gardner, of Lloyd Square, London chronometer maker of high repute, tells the writer that he has seen only one in running condition, but that they did well when new.

Fig. 26—Compensation balance, by James Sweetman, Eiffe, 1800-1880, 48 Lombard St., London. Robert Gardner removed this balance from a chronometer made by Eiffe. The arms as well as the rims are bimetal in this balance.

Fig. 27—Stem wind lever by “Lancaster Watch, Penna., 1690.” This is a 20-jewel gilt movement, beautifully designed and executed, one of, if not the most, pleasing of American watches of the period. The company made but two grades, the gilt movement for $60 and the nickel movement for $100. W. H. Todd, who had been with E. H. Howard, was superintendent, and designed the movement, which was produced in 1876. The company was formed in 1874 as the Adams & Perry Watch Mfg. Co. In 1877 the Lancaster Watch Co. was formed, reorganized in 1878 as the Lancastie, Pa., Watch Co., Ltd., and in 1879 a new company, the Lancaster Watch Co. In 1886 the Keystone Standard Watch Co. purchased the factory. About 1892 it was reorganized with the Aurora Watch Co. as the Hamilton Watch Co.

Fig. 28—Pirouette, by “Litherland Whiteside & Co., Liverpool, 6546.” Peter Litherland patented the rack lever escapement (No. 1830) Oct., 1791; and in 1792 (No. 1889) of (1) a watch to be once a second, and (2) a compensation curb, and (3) mechanism to wind watches by means of an external lever. This example has the rack lever, the one second beat and the compensation curb. There is between the rack and balance another pinion and wheel which carries the balance spring, the wheel pitching with a pinion on the balance staff. As the firm became Litherland, Davies & Co. in 1816, this example must have been made between 1792 and 1816.

Fig. 29—Cylinder escapement, by “Elliot, London, No. 7139.” John Elliot, 1706-1772, was at 17 Sweetings Alley, Cornhill. The cylinder has the copper plugs as used by Graham, and the mainspring has the tangent screw set up, which would indicate that it was made before the first half of the 18th century. Brace Walpole, writing to a friend in 1779, states that for one of Elliot’s watches the price is 150 guineas. The workmanship on this example is very beautiful.

Fig. 30—Repeater, by “Dan. Quare, London, 330.” Daniel Quare, 1649-1724, was a celebrated watchmaker and the inventor of the repeating watch in 1680. In the London Gazette is offered a reward for the return of a watch, with “the name on upper plate, D. Quare, London, 725, engraved on it.” It would appear that this example was made between the dates 1685 and 1708. The original dial has been replaced with one of enamel and a rim placed around the pillar plate, and gongs planted on it, replacing the bell as always used by Quare.
We Know Our Business—
You Get the Benefit
of our knowledge and experience.

When we teach you how to do your own refining, you learn to do it right.

You learn to recover ALL your precious metals, including palladium and iridium.

You learn the best method for YOUR kind of work, and all your questions are answered for a year.

This work is under the personal direction of a recognized expert on precious metals—
C. M. Hoke, A.B., B.S., A.M.—experienced in every phase, by study in two of America's greatest Universities, and by twelve years of actual, first-hand practice in every kind of jewelry factory, refinery, and dental laboratory.

Write for details and best terms.

You May Be Rich—
But you're not rich enough to waste palladium.

SAM W. HOKE, MGR.
22 ALBANY ST. NEW YORK CITY

FULCRUM OIL
Absolutely the highest grade lubricant ever produced for watches, clocks and chronometers.

FULCRUM OIL is always "up to standard." The careful and critical tests and inspection by the most expert oil specialists in the world insure this.

The War Department recognized this when they selected Fulcrum Oil for use on their delicate and intricate instruments and mechanisms.

If you are not using Fulcrum Oil, it will pay you to investigate.

FULCRUM OIL COMPANY
Franklin, Pa., U. S. A.

FREE FREE FREE

Free to every customer $1.00 worth of Material with every $10.00 cash purchase of all staple Watch Material, Findings, Jewelry Boxes, Precious and Semi-Precious Stones, etc.

We are anxious to enlarge our Watch Material sales, hence this inducement. This offer will only hold good for the months of February and March.

We carry the most complete stock of Genuine Watch Material, Tools, Findings, Optical Goods, Jewelry Boxes and Cards.

Orders are filled the same day received. Order from any Material Catalogue.

We also carry a complete line of Gold and Gold Filled Jewelry and Silverware.

J. H. Mednikow & Co.
119 Monroe Ave. Memphis, Tenn.

Gold, Silver and Platinum
Refiners and Assayers

T. B. HAGSTOZ & SON
709 Sansom St., Philadelphia

Bronzes—Metal Artware
Repaired Refinished

Send the Job to Us and Get an Estimate.
If it can be repaired we can do it. We guarantee to please you.

GILBERTSON & SON
Silversmiths
5 So. Wabash Ave. CHICAGO, ILL.
THE JEWELERS' CIRCULAR


USKEAN

Particular description of goods.—Fountain Pens. Claims use since Oct. 5, 1912.

Trade-Marks Registered March 6, 1923


156,301. WATCHCASES OF PRECIOUS METALS WHOLLY OR IN PART. USKEAN Co., Los Angeles, Cal. Filed May 9, 1922. Serial No. 163,565. Published November 28, 1922.


Interesting Collection of Watch Movements

(Continued from page 131)
LEES & SANDERS,

Ten to 14 Days longer to wait for our returns, but they are worth waiting for.

SWEEP SMELTERS, BIRMINGHAM, ENG.

NYES OIL

for 50 years the Standard Lubricant for Watches and Clocks

Buy of Your Jobber

DON'T

Throw your worn out Tiffany Rings in the melting pot. SEND THEM TO US. We will make them look like new for 75c and up.

M.J. Stern & Brother

Repairing and Special Order Work for the Retail Trade

61 BEEKMAN ST.
New York City

UP TO ¼ CT. $0.75
UP TO ½ CT. 1.00
UP TO 1 CT. 1.25
UP TO 2 CT. 1.50

C.W. BUTTS, Inc. Sag Harbor N. Y.

Manufacturers of

Crowns, Pendants and Bows

We make a specialty of white gold crowns and bows, and are prepared to make very prompt deliveries of same for bracelet watches

Our 1923 Catalogue Free upon request

Bargains of Every Description Which Mean a Real Saving to You

L. HAUSNER CO.

MESH BAGS REPAIRED

Replated and Relined like new. This is an important part of your business and will bring other business if done right. We do it right.

Advance Estimate furnished if desired

SERVICE 183 N. State St.

PELZ & BEAD STRINGING

Pearls and Beads Matched for Lengthening.

Restringing—on Silk, 25 and 35—on Wire, 35 and 50

Knot Between Pearls, $1.50 per string

Special Prices to Jobbers and Importers

Work called for and delivered. Mail orders returned in 24 hours.

65 Nassau St. W. T. F. Watch Glasses and Pearls

C.W. BUTTS, Inc. 43rd St.

Manufacturers of

Crowns, Pendants and Bows

We make a specialty of white gold crowns and bows, and are prepared to make very prompt deliveries of same for bracelet watches

Don't hesitate to send for this Catalogue as it's full of everything needed by the Jeweler, Watchmaker, Engraver and Optician.

Our 1923 Catalogue Free upon request

Bargains of Every Description Which Mean a Real Saving to You

L. HAUSNER CO.

MEDALS

Don't hesitate to send for this Catalogue as it's full of everything needed by the Jeweler, Watchmaker, Engraver and Optician.

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Special Notices.
Payable invariably in advance.
Rates under all headings except "Situations Wanted" 5c. a word; minimum charge, $1.25.

SITUATIONS WANTED 50c. for first 25 words. Additional words, 5c. per word.
Heavy type, 10c. a word; minimum charge, $2.50.
Name, address, initials and abbreviations count as words, and are charged for as part of the advertisement.
Display cards, $6.00 per inch.
In all cases if answers are to be forwarded, 15c. extra to cover postage must be enclosed.
Advertisers who are not subscribers should send 20c. if they desire a copy of the paper containing their advertisement.
All forms (Special Notice advertisements) close Monday, 4 P. M.
Unless the advertiser especially instructs us to do so, publish his name and address, all answers will be directed care The Jeweler's Circular.
In answering ads. do not inclose original letters of recommendation, references, army or navy discharge papers or photographs. When references are requested send duplicates, but always retain your Originals.
To avoid unnecessary correspondence kindly mention your location in advertisement.

Situations Wanted
Under this heading, 50c. for first 25 words, 5c. for each additional word; minimum charge, 50c.

WATCHMAKER, first class, with school training, capable of teaching. Address "C., 9258," care Jewelers' Circular.
CHEMIST WANTS POSITION, with position in house whose product is in the precious metals. Address "I., 9094," care Jewelers' Circular.
FIRST CLASS JEWEL TOOLS, warden positions open for position, or will do work at home. Address "G., 9218," care Jewelers' Circular.
DESIGNER AND CUB CUTTER, expert, now open for position, or will do work at home. Address "S., 9413," care Jewelers' Circular.
WANTED by a first class jeweler repairer and stone setter, would prefer some part of Texas. Address "W., 9577," care Jewelers' Circular.
COMPETENT WATCHMAKER wishes good position in New York or vicinity, or work at home. "Watchmaker," 465 State St., Brooklyn, N. Y.
SALESMAN, for retail jewelry store, or manager of jewelry counter in dealer's store; best New York City reference. Wells, Room 901, 320 Fifth Ave., New York.

WATCHMAKER, young, single man, just finishing training, desires connection with retail store; good references. Address "I., 9315," care Jewelers' Circular.
YOUNG LADY, has had several years' experience in detail work with a precious stone concern, desires position. Address "I., 9339," care Jewelers' Circular.
HAVE BAD 25 YEARS' EXPERIENCE with mountings and stone rings to jobbers or jobbing house. Address "C., 9334," care Jewelers' Circular.
SALESMAN with established trade among jobbers, desires connection with manufacturer of white gold mountings. Address "W., 9452," care Jewelers' Circular.
YOUNG LADY DESIRES POSITION with a diamond or jewelry concern; have had several years' experience in detail work. Address "F., 9453," care Jewelers' Circular.
ENGRAVER, high-grade letterer, steady, reliable, would like to change position April first; samples and references upon request. Address "A. I., 9204," care Jewelers' Circular.
WATCHMAKER, SALESMAN, experience on fine work does not care if opportunity is limited, waiting on high class trade; salary $65. Address "B., 9449," care Jewelers' Circular.
YOUNG LADY, neat and refined, desires position with wholesale concern having 15 years' experience in retail store. Address "F., 9462," care Jewelers' Circular.
EXPERIENCED engraver and pearl stringer, young lady, desires position in New York City or vicinity; 20 years' experience. Address "C., 9467," care Jewelers' Circular.
RETAIL SALESMAN, 15 years' experience, now employed by one of the oldest and best jewelry stores in Georgia; can give best of reference. Address "L., 9467," care Jewelers' Circular.
SALESMAN desires manufacturer's or importer's line novelty jewelry, earrings, necklaces; territory East or West; commission, drawing account. Address "C., 9429," care Jewelers' Circular.
SALESMAN, silverware, jewelry, wholesale, retail, catering to better class of trade, seeks connection with well-known house; would reside there. Address "K., 9413," care Jewelers' Circular.
YOUNG MAN, three years' inside experience with jewelry store in Georgia; can give best of reference. Address "L., 9412," care Jewelers' Circular.
YOUNG LADY DESIRES POSITION with manufacturer; have had several years' experience in detail work; salary secondary. Address "V., 9448," care Jewelers' Circular.
YOUNG MAN, 22, desires to make change; filling responsible position with present large Swiss watch importing concern; four years' experience; best references. Address "U., 9466," care Jewelers' Circular.
NOVELTY JEWELRY SALESMAN, large following among department, jewelry and novelty stores in New York and vicinity; must have reliable house. Address "D., 9365," care Jewelers' Circular.
SALESMAN, 30, 14 years of experience in the wholesale and retail, on fine diamond jewelry, desires a position with a reliable jewelry store; best references. Address "H., 9457," care Jewelers' Circular.
PRACTICAL WATCH MAKER seeking connection with watch sales department; experienced in selling and estimating cost of watch repairs; New York City or vicinity. Address "J., 9477," care Jewelers' Circular.
WANTED AT ONCE by an ambitious and energetic young man of 21, a position in the South as sales representative; four years' experience; salary no object; he is an expert. Address "C., 9429," care Jewelers' Circular.
WATCHMAKER, young man, 26, aggressive, experienced, desires position with good line calling on retail, department store or watch trade; excellent references. Address "H., 9475," care Jewelers' Circular.
EXPERIENCED watchmaker and engraver, desires position in first class store in North West; one who understands meeting the public; good mixer; now employed; age 32. Address "H., 9463," care Jewelers' Circular.
YOUNG LADY, thoroughly familiar with pearls and precious stones, desires to connect with similar line; has had several years' experience in detail work. Address "E., 9477," care Jewelers' Circular.

IF YOU ARE IN NEED of a first class watchmaker, jeweler, engraver, you have come across the man, fully competent to take charge of store in your city. Address "F., 9460," care Jewelers' Circular.
YOUNG MAN, JEWELER, having 15 years' experience in jewelry and office executive, desires position as factory executive; can furnish best of references. Address "K., 9496," care Jewelers' Circular.
WANTED, POSITION, by a watchmaker, jeweler, and engraver; 20 years' experience; seven years at last place I worked; can take charge of repair department; am also familiar with working on the trade. Address "P. O. Box 303, Rock Hill, S. C.
ENGRAVER, high grade man of many years' experience, desires position in first class store or shop; up-to-date monograms, intaglios, initial cutting and fine ornamental work; A-A references. Address "J., 9412," care Jewelers' Circular.
THOROUGHLY EXPERIENCED, all around retail jeweler, sales man, now employed, desires to make a change; can take charge of both jewelry and watch repair; also on special orders; best references. Address "E., 9473," care Jewelers' Circular.

DEPENDABLE ENGRAVER on jewelry and silverware, A1 Swiss, American, English, and French, has had several years' experience; can take charge, take in and let out work; excellent references. Address "Q., 9274," care Jewelers' Circular.

WATChMAKER AND ENGRAVER, with 25 years' school training and several months of experience, desires position at jewelry wholesale house, or with retail stock store. Address "Y., 9525," care Jewelers' Circular.

THE JEWELERS' CIRCULAR
March 21, 1923.
SALESMAN WANTED: experience in the retail jewelry business. Apply at 177 West 42nd St., New York.

WATCHMAKER: permanent position; man be- tween 40 or 50 years of age preferred. Address "Z., 9252," care Jewelers' Circular.

WATCHMAKER WANTED in West Virginia that can also do engraving. Excellent references. Jonas Koch, 37 Maiden Lane, New York.

WANTED AT ONCE, high grade experienced watchmaker for shop; state age, experience, references and salary wanted. Carl Mayer Co., Austin, Texas.

WANTED, watchmaker, good all around; give references and full particulars in first letter. J. S. Hunter, 241 Brownsville Road, Pittsburgh, Pa.

WANTED, first class watch repairer, one who can do plain engraving preferred; steady position; good salary; L. Lindauer, 423 Broughton St., W., Savannah, Ga.

SALESMAN WANTED to carry platinum ring campaign; one who has a following among jobbers and retailers. Address "K., 9434," care Jewelers' Circular.

TRAVELING SALESMAN WANTED by sterling silver hollowware manufacturing concern; territory South and Coast; state age and experience. Address "S., 9376," care Jewelers' Circular.

WANTED, experienced installment jewelry sales- man; one who can pass on credits as well; state age, experience and salary wanted. Address Joseph Gumon, Jackson, Mich.

WANTED, watchmaker and jeweler who can do first class work in store in vicinity of New York City; good salary to right man. Leon Rudberg, 2016 Elm St., Dallas, Texas.

DIAMOND SETTER WANTED; must be first class man; send reference and state all particulars in first letter. J. S. Hunter, 241 Brownsville Road, Pittsburgh, Pa.

WANTED, experienced installment jewelry salesman that can also do engraving and new work; give references and state all particulars in first letter. Leon Rudberg, 2016 Elm St., Dallas, Texas.

JEWELER WANTED in West Virginia that can also do engraving. Excellent references. Jonas Koch, 37 Maiden Lane, New York.

WANTED, watchmaker and jeweler; must be able to pass on credits as well; state age, experience, references and salary wanted. Address Joseph Gumon, Jackson, Mich.

WANTED, experienced installment jewelry salesman that can also do engravings; state age, experience, references and salary wanted. Address Joseph Gumon, Jackson, Mich.

WANTED, watchmaker that can also do engraving and new work; give references and state all particulars in first letter. Leon Rudberg, 2016 Elm St., Dallas, Texas.

JEWELER WANTED, must be good on as- sembling mountings, also jobbing and new work; steady position; full particulars and salary wanted. Carl Mayer Co., Austin, Texas.

WATCHMAKER WANTED in New York that can also do engraving. Excellent references. Jonas Koch, 37 Maiden Lane, New York.

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WANTED, watchmaker and jeweler who can do first class work in store in vicinity of New York City; good salary to right man. Leon Rudberg, 2016 Elm St., Dallas, Texas.

DIAMOND SETTER WANTED; must be first class man; send reference and state all particulars in first letter. J. S. Hunter, 241 Brownsville Road, Pittsburgh, Pa.

WANTED, experienced installment jewelry salesman that can also do engraving and new work; give references and state all particulars in first letter. Leon Rudberg, 2016 Elm St., Dallas, Texas.

JEWELER WANTED in West Virginia that can also do engraving. Excellent references. Jonas Koch, 37 Maiden Lane, New York.

WANTED, watchmaker that can also do engraving and new work; give references and state all particulars in first letter. Leon Rudberg, 2016 Elm St., Dallas, Texas.

JEWELER WANTED, must be good on as- sembling mountings, also jobbing and new work; steady position; full particulars and salary wanted. Carl Mayer Co., Austin, Texas.

WATCHMAKER WANTED in New York that can also do engraving. Excellent references. Jonas Koch, 37 Maiden Lane, New York.

WANTED, first class watch repairer, one who can do plain engraving preferred; steady position; good salary; L. Lindauer, 423 Broughton St., W., Savannah, Ga.

SALESMAN WANTED to carry platinum ring campaign; one who has a following among jobbers and retailers. Address "K., 9434," care Jewelers' Circular.

TRAVELING SALESMAN WANTED by sterling silver hollowware manufacturing concern; territory South and Coast; state age and experience. Address "S., 9376," care Jewelers' Circular.

WANTED, experienced installment jewelry salesman that can also do engraving and new work; give references and state all particulars in first letter. Leon Rudberg, 2016 Elm St., Dallas, Texas.

WANTED, watchmaker and jeweler who can do first class work in store in vicinity of New York City; good salary to right man. Leon Rudberg, 2016 Elm St., Dallas, Texas.

DIAMOND SETTER WANTED; must be first class man; send reference and state all particulars in first letter. J. S. Hunter, 241 Brownsville Road, Pittsburgh, Pa.

WANTED, experienced installment jewelry salesman that can also do engraving and new work; give references and state all particulars in first letter. Leon Rudberg, 2016 Elm St., Dallas, Texas.

JEWELER WANTED in West Virginia that can also do engraving. Excellent references. Jonas Koch, 37 Maiden Lane, New York.

WANTED, watchmaker that can also do engraving and new work; give references and state all particulars in first letter. Leon Rudberg, 2016 Elm St., Dallas, Texas.
Special Notices.
(Continued from page 137)

HELP WANTED—Continued.

JEWELER—FAST JOBBER, one capable of doing some new work; permanent position for first-class man, state age, nationality, experience and salary in first letter. Geo. T. Brodax, Inc., Memphis, Tenn.

WANTED, FIRST CLASS WATCHMAKER who can repair jewelry; good light; permanent position; send salary wanted and references in first letter. O. A. Wise, Huntington, W. Va.

TRAVELING SALESMAN, experienced with diamond mounted platinum watches and jewelry; only those with experience with out of town trade need reply. George M. Hoenig—Hoenig & Hirsch, 106 Fulton St., New York.

WANTED, EXPERIMENT WATCHMAKER for bench work only; competent to handle fine bracelet watches; permanent position; send salary wanted and references in first letter. Edwards & LeBon, Inc., Chattanooga, Tenn.

$50 WEEKLY for thoroughly competent watchmaker; strictly bench work; permanent position to right man. Pfeifer Jewelry Co., Little Rock, Ark.

WANTED, watchmaker, engraver and registered optometrist, Pennsylvania; will consider watchmaker and engraver or optometrist; wonderful position for right man, located near Pitts- burgh. Address "C., 9404," care Jewelers' Circular.

WANTED, combination engraver and jeweler, first class on script monograms, chasing, etc., also to assist at jewelry repairing and new work; fine position in fine retail store in Southern California. Address "E., 9307," care Jewelers' Circular.

SALESMAN WANTED; old established downtown manufacturer platinum and white gold mountings and diamond jewelry, desires salesman for New York City and nearby territory; state experience, salary desired. Address "W., 9432," care Jewelers' Circular.

WANTED, jewelry and clock repairman, able to set stones; state age, experience and salary expected. James S. Beck, Leading Jeweler, Uhrichsville, Ohio.

WANTED, a first class watchmaker; must understand close timing and be good on wrist watches; position permanent in fine store, large Texas city; send copy of references, state amount of salary wanted in first letter. Address "P., 6729," care Jewelers' Circular.

WANTED, COMBINATION MAN, for about two months: requirements are, engraver, jeweler and clock repairman; no application considered unless he has had some classes in character and ability to be furnished. H. T. Jarecki, Erie, Pa.

WANTED, YOUNG MAN, Protestant, who has been employed in a jewelry and clock store for two years, three years, who can do clock and jewelry repairing, with trade and cash in remaining state age and last place employed. E. P. Vanden- bough, Havrestrav, N. Y.

WATChMAKER, one who can engrave preferred; state experience, salary expected and references in first letter. R. W. Wehrle & Co., Indiana, Pa.

WANTED, thoroughly competent watchmaker; permanent position; very pleasant working conditions; state wages and send reference; only workman capable of repairing satisfactorily high grade Swiss wrist watches need apply. Layton Pearl- co, Salt Lake City, Utah.

DIE CUTTER, experienced in heavy modeled rings, medals and emblematic jewelry; give references and send samples. The D. L. Auld Co., 5th St. & 5th Ave., Columbus, Ohio.

WANTED, first-class, capable, all around man as watchmaker, jeweler, engraver and salesman, send sample of engraving and photograph, and state age, experience and references; New England man, Protestant preferred. Address "F., 9239," care Jewelers' Circular.

WANTED, SALESMEN to carry our line on a commission basis to the department store trade in large cities and towns in the United States. Kindly address correspondence to American Pearlite Co., Hyannis, Mass.

POLISHER WANTED for a jewelry shop, who is able to make his own solutions and do his own coloring; when making reply state experience, married or single, and where in the past em- ployed; good job, considerable. Address "M., 9424," care Jewelers' Circular.

FIRST CLASS WATCHMAKER; must be a first class mechanic; permanent position; no store experience necessary; no cylinders repaired; give full particulars in first letter and salary expected. Penn Traffic Co., Johnstown, Pa.

WANTED AT ONCE, a first class man who is capable of doing first class work, particularly French clocks; must be able to assist as watchmaker; please state experience, reference and wages; position guaranteed to the right man. Porter & Dymon Co., 54 Main St., New Britton, Conn.

WANTED, high grade watchmaker, for permanent position; must be expert on small movements and complicated work; no application considered unless highest references as to character and ability can be furnished. Address H. T. Jarecki, Erie, Pa.

WANTED, SALESMAN for Coast and one for East and Middle West, to carry high grade im- ported enamel goods and bronzes as side line; good commission; exclusive territory; splendid opportunities for right parties; must have ac- quaintance with best jewelry and art stores; all correspondence treated confidential. Address "B., 9373," care Jewelers' Circular.

SALESMAN; old established Chicago house wants several live men to call on retail trade in Mid- West with line of jewelry, watches, etc.; must have own following; excellent opportunity for right men; state qualifications, experience and references. Address "C., 478," 1104 Heyworth Bldg., Chi- cago, Ill.

ENGRAYER, with experience on enamel cutting and ornament work, also engraver and die cutter; excellent working conditions; permanent position; very pleasant working conditions; state age, nationality, experience and salary in first letter. Geo. T. Brodax, Inc., Memphis, Tenn.

FACTORY Superintendent, thoroughly experienced in supervising jewelers, en- graving, designing and tool room work; in the manufacture of white gold rings; unusual opportunity to right man. Address "J., 9417," care Jewelers' Circular.

For Sale.
Stores, Stocks and Businesses.
5c. a word; minimum charge, $1.25

SUCCESSFUL, novelty jewelry store for sale, on account other business; $5,000 cash required. Ad- dress "B., 9350," care Jewelers' Circular.

JEWELRY STORE FOR SALE in the best city in the South; will reduce stock to suit price. Address "N., 9428," care Jewelers' Circular.

WELL LOCATED wholesale jewelry business; esti- mated 30 years good going; excellent reason for selling. Address "H., 9408," care Jewelers' Circular.

STORE FOR RENT, for sale or partnership con- sidered; jewelry and novelty on Conway Island Boardwalk; best location. Address "C., 9343," care Jewelers' Circular.

JEWELRY STORE WITH SIDE LINES, books, stationery and novelties; good location for watch and clock repairer; one man can meet all needs, move sell. Address Box 157, Chicora, Pa.

FOR SALE, FINE JEWELRY STORE, new, good location, all cash not required; $250. Address "K., 9345," care Jewelers' Circular.

SMALL JEWELRY STORE for sale, Norstrand Ave., Brooklyn; established six years; little money can handle it; reason for selling. Ad- dress "K., 9359," care Jewelers' Circular.

JEWELRY STORE with excellent reputation in a good residential section in Brooklyn, N. Y.; fixtures and stock are all up to date; very good place for repairs. Address "S., 9372," care Jewelers' Circular.

JEWELRY STORE, with excellent proposition in good residential section in Brooklyn, N. Y.; fixtures and stock are all up to date; very good place for repairs. Address "S., 9372," care Jewelers' Circular.

FOR SALE, well paying jewelry store in one of downtown's busiest thoroughfares, New York; established 25 years; owner retiring; price very reasonable. Address "L., 9414," care Jewelers' Circular.

FOR SALE, JEWELRY STORE in heart of Iowa's grain belt; stock and fixtures will involve around $25,000; excellent class demaration; not run for a long time; turned stock almost twice last year; all the repair work is done in man's own business, figures for selling. Address "N., 9389," care Jewelers' Circular.

The H. S. Werneke (deceased), jewelry and diamond store, established 20 years in Greensboro, North Carolina, is offered for sale in order to settle estate; $10,000 stock and fixtures, half cash, balance time; rental building to purchaser. Inquire from First Na- tional and Central National Banks regarding reputation. O. Werneke, Administrator.

March 21, 1923
FOR SALE—Continued.

JEWELRY STORE, best residential section of Indianapolis, trade; clean stock; selling on account of poor health; with or without stock. Address "Opportunity, 9439," care Jewelers’ Circular.

JEWELRY STORE and repair shop, in Pittsburg, P. I., 12 years in the same location; a large lease and reasonable rent; will sell very reasonably for cash only; reason for selling, other business. Address "G., 9266," care Jewelers’ Circular.

FOR SALE, pawnshop and sales store, well equipped with stock, established 15 years; population 35,000; main street location; fine opportunity; about $15,000 required; appointment in person only. Fink’s Collateral Bank, 220 Main St., Caldwell, N. J.

WONDERFUL OPPORTUNITY for right party, jewelry and Gift Shoppe; only one in town of 5,000, fully equipped for jewelry, optical and watch work; reasonable to quick buyer; good reason for selling. Write L. D. Matteo & Co., Chicago, Ill.

QUICK SALE, long established jewelry store; equipped with stock, established 15 years; location city 38,000, North ern Wisconsin; small payment, balance terms to reliable parties; partnership considered. Address "K., 9350," care Jewelers’ Circular.

FOR SALE, old established jewelry store; I want to sell my stock, lease and fixtures at once; a good established business; good lease on one of the best locations in the city. Address "Iron Center, 8946," care Jewelers’ Circular.

WELL EMBELLISHED JEWELRY STORE, in the heart of a large city (near iron center); up-to-date mahogany fixtures and a clean staple stock; will sell very reasonable for cash only; reason for selling, other business. For information write "Iron Center, 8946," care Jewelers’ Circular.


FOR SALE, signet ring dies, models for ring casts and foot presses. Address "X., 9395," care jewelers’ Circular.

THE JEWELERS’ CIRCULAR 139

OULLER back gared 2 x 3 rolls, R. D. Mfg. crucible furnace with a scroll chuck, electric regulator. Frank D. Field, 714 Summit St., Toledo, Ohio.

JEWELRY POLISHING MACHINES, Leiman make, sale with safe, withusercontent, motor, some tools; very reasonable; part space to let; no lease required. Sultan, 45 Lepier St., New York.

TWO EXCELLENT JEWELERS’ SAFES, bargain; guaranteed first-class condition; making room for vault, full particulars upon request. Greenwood, Hirsch & Grift, Carew Bldg., Cincinnati, Ohio.

WATCH CASE TOOLS FOR SALE; sizes 84a, 84b and 101, all shapes, 6$ oval, 6$ rectangular; new set, guaranteed to be in perfect condition; very reasonable; company decided to discontinue manufacture watches. Address "A., 9387," care Jewelers’ Circular.

LEASE EXPIRES; entire fixtures of our Cortlandt Street store for sale; 42 feet modern mahogany wall cases, six feet show cases, two safes with drawers, all to be sold at a sacrifice. Mears & Co., 46 Cortlandt St., New York.

Business Opportunities.

Sc. a word; minimum charge, $1.25.

MR. JEWELER! If you want cash for your entire jewelry stock and fixtures, write J. A. Conn, 719 Hippodrome Bldg., Cleveland, Ohio.

RETAIL SALESMAN wants to invest $21,000 and services. What have you to offer? Address "Bh., 9444," care jewelers’ Circular.

TRADE WATCHMAKERS ATTENTION! Thoroughly experienced watchmaker, years in the trade business, wishes to enter in partnership with an established firm. Address "J. R., 9445," care Jewelers’ Circular.

LEASE EXPIRES; entire fixtures of our jewelry store in downtown Chicago for sale; 30-foot mahogany clock and silverware valise case, electric wired, and two mahogany shelves and a bay window. Address "W., 9801," care Jewelers’ Circular.

HALF INTEREST in well established jewelry store located in prosperous city of 35,000 and growing fast; best located jewelry store in city, and this location has been a jewelry store for 94 years; always conducting business on a very high standard; an exceptional opportunity for someone with $6,000 to invest; low rent for 14 years yet on lease. V. L. Chamberlin, Pontiac, Mich.

NOTE! DO YOU WANT TO RAISE cash quickly? We aim to purchase your entire stock of diamonds, watches, jewelry, silverware, also fixtures for spot cash; you may send part or all of your goods to us at our expense and we will forward check at once; bought out some of the largest concerns throughout the United States; established 30 years; bank and mercantile references of the highest character. Brooklyn Purchasing Syndicate, Frank Walker, prop., 610 Broadway, Brooklyn, N. Y. Phone 1757 Stagg.


WANTED, old established jewelry store, best location city 38,000, Northern Wisconsin; small payment, balance terms to reliable parties; partnership considered. Address "K., 9350," care Jewelers’ Circular.

FOR SALE, old established jewelry store; I want to sell my stock, lease and fixtures at once; a good established business; good lease on one of the best locations in the city. Address "Iron Center, 8946," care Jewelers’ Circular.

FOR SALE, four wall cases, six show cases; excellent condition; must be bought before April 1st. Rosen, 123 Fulton St., Brooklyn, N. Y.

ELECTRIC SIGN reading "Credit Jewelers," three by six; will sacrifice, for information write Mr. Blank, care Strauss & Co., 616 West 43rd St., Chicago, Ill.

A 30-FOOT MAHOGANY clock and silverware wall case, electric wired, and two mahogany shelves and a bay window. Address "W., 9801," care Jewelers’ Circular.

TIME RECORDING CLOCKS, all makes and models, rebuilt, for sale or exchange; trade work promptly attended. Also supplies. Time Register, Box 733, Canastota, N. Y.

WILL PAY SPOT CASH for your entire stock or part of it; our immense retail jewelry business places us in a position to pay you more than anybody; check by return mail; best bank references. Address "C., 9435," care Jewelers’ Circular.

DO YOU CONTEMPLATE RETIRING or going out of business? We will buy your entire or surplus stock of jewelry, diamonds, etc., and pay the very highest cash prices; no stock too large; 25 years’ experience in buying diamonds and jewelry; it will be to our mutual benefit to communicate with us; we are the Purchasing Syndicate, Frank Walker, prop., Olernick Mercantile Corp., 650 Broadway, New York. Telephone 6095 Spring.

WIRE OR WRITE if you want to sell; we buy for spot cash jewelry stores or any part; we are paying highest cash prices for surplus stock; send us a shipment of anything you have for sale; check mailed same day received and goods held until offer is accepted by your bank reference. J. L. Art & Co., Bonded Auctioneers and Appraisers, 21 South Wabash Ave., Chicago, Ill.

WE PAY THE HIGHEST CASH FOR your entire stock or part of it; our immense retail jewelry business places us in a position to pay you more than anybody; check by return mail; best bank references. Address "C., 9435," care Jewelers’ Circular.

HAVE PAID the highest cash price for jewelry stores for 40 years; I am a positive buyer if you really want to sell. Isaac Rich, 21 Bromfield St, Boston, Mass.

DOWN TOWN MANUFACTURER of platinum and gold mountings with shop, and platinum and gold on hand valued at $15,000, also has extra cash, desires to make connection with a practical man having selling ability and some cash to invest; desires to cooperate with a progressive man; state experience and capital to invest. Address "C., 9435," care Jewelers’ Circular.

Business Opportunities.

Sc. a word; minimum charge, $1.25.

MR. JEWELER! If you want cash for your entire jewelry stock and fixtures, write J. A. Conn, 719 Hippodrome Bldg., Cleveland, Ohio.

RETAIL SALESMAN wants to invest $21,000 and services. What have you to offer? Address "Bl., 9444," care Jewelers’ Circular.

TRADE WATCHMAKERS ATTENTION! Thoroughly experienced watchmaker, years in the trade business, wishes to enter in partnership with an established firm. Address "J. R., 9445," care Jewelers’ Circular.

J. B. GORDON will pay cash for your entire or surplus stock and fixtures; have bought some of the largest stocks in the U. S. A.; send us your surplus stock and get check by return mail. J. B. Gordon, 333 Washington St., Boston, Mass.

HIGHEST CASH PRICES PAID for your surplus stock of diamonds, watches and jewelry; send your stock to me and receive money by return mail; national bank reference; all business strictly confidential. Emil Noel, 29 E. Madison St., Chicago, Ill.

ESTABLISHED manufacturing business desires to connect with practical inside man; must be good all around jeweler and able to manage factory; moderate investment will obtain an interest in the business; excellent opportunity. Address "W., 9406," care Jewelers’ Circular.

ARE YOU GOING OUT OF BUSINESS? We pay highest cash value for entire stock, or part of jewelry, diamonds, etc.; communicate with us, it will be to your advantage; rating and references of the highest order. Van Praag & Co., 459 Broadway, New York, established 1885.

I WILL BUY OR SELL your jewelry store for cash; before you close a deal. Herman Nathan, 1233 Fulton St., Brooklyn, N. Y.


O ONE USED or second hand small rolling mill. Address "W., 9381," care jewelers’ Circular.

(Special Notices continued on page 140)
Special Notices.
(Continued from page 139)

Watch Work for the Trade.
Sc. a word; minimum charge, $1.25

WATCH REPAIRING FOR TRADE, positively guarantees moderate prices and prompt service.
Oscar Buchwalder, 17 South 4th Ave., Mt. Vernon, N. Y.

FOR EFFICIENT WORKSHIPS, correct prices and prompt service, send your watch work to C. E. Smith, Room 611, 31 N. State St., Chicago, Ill.

JEWELERS, our prices and workmanship on watch work positively guaranteed; our vast clientele the strongest argument; cheap watch work is false economy; mail orders promptly served.
S. A. Pick & Co., 29 E. Madison St., Chicago, Ill.

CAREFUL REPAIRING DONE for the trade on all makers of Swiss and American watches, especially bracelet watches; honest work at honest prices; no business; fine references.
The Art Watch Co. 721 Clinton St., Fort Wayne, Ind.

SAVE YOUR HAIR; send your watch work to us; our shop is a department of your store; our men are your employees; you wish commands our attention.
J. A. Art & Co., 21 S. Wabash Ave., Chicago, Ill., Watch Repair Department; ask for price list.

Special Order Work and Repairs for the Trade.
Sc. a word; minimum charge, $1.25

PEARL DRILLING, whole boroque, fixing, mounted wings, slugs. John C. Maxwell, 12 John St., New York City.

To Let.
Sc. a word; minimum charge, $1.25

TO RENT, SMALL OFFICE, Room 604, 6 Maiden Lane, New York.

WINDOW SPACE TO LET, North light. Room 406, 49 Maiden Lane, New York.

VERY DESIRABLE OFFICE TO SUBLET, with or without fixtures. H. N. Schiff, 63 Nassau St., New York.

OFFICE SPACE FOR RENT. Joseph Di Natale, Room 611, 21 Maiden Lane, New York. Telephone Cortland 3336.


OFFICE TO SUB-LET, Lorcher Building; immediate possession; reasonable. Address "X., 9376," care Jewelers' Circular.

OFFICE SPACE FOR RENT; part of very light corner office to desirable party. Inquire Room 91, 65 Nassau St., New York.

PART OF FLOOR TO RENT with eight windows; immediate possession; reasonable rent.
Bogoff & Garfunkel, 29 Gold St., New York.

MODERN JEWELRY FACTORY to let in Providence: about 3,800 square feet; basement and power. Address "N., 9388," care Jewelers' Circular.

Space to Let for Watchmaker, willing to start for himself, with trade already established here.
S. A. Rakower, 451 Fulton St., New York.

OFFICE SPACE and part of factory to let on second floor, corner building; very light; office furnished, all improvements; occupied by silversmith; good for jeweler or novelty manufacturer.
Apply National Silver Co., 207 West 39th St., New York.

PART OF OFFICE, three windows, north light, excellent for diamond merchant.
Apply W. W. C. Westphal, 186 Broadway, 11th floor, New York.

HALF OF OFFICE, very desirable, good North light, suitable for diamond man, precious stone dealer, or diamond setter.
Apply Room 607, 87 Nassau St., New York.

FOR RENT, 1,000 or 1,500 square feet finest space on Fifth Avenue, around 45 Street, New York; top floor, 24 windows, light all around, suitable manufacturer, jewelers or kindred trade; eight windows, North light. Address "J., 9160," care Jewelers' Circular.

WE HAVE A FINE OFFICE TO SUBLET, for a diamond stone dealer, uptown section.
New York; 300 square feet, six windows, North light; very reasonable rent. Address "E., 9230," care Jewelers' Circular.

TO LET, small office space or desk room in show room of New York jewelry manufacturer, wonderful location; all conveniences; reasonable to responsible party; references; write for appointment.
Stern, 334 Fifth Ave., New York.

900 SQUARE FEET of very desirable space to sub-let in 15 Maiden Lane; five windows with unobstructed North light; two private offices; three entrances.
Apply to R. Geist & Co., Inc., 15th floor.

OFFICE SPACE with manufacturing jeweler who caters to the fine trade; will share clean, well-equipped office with diamond dealer or jewelry jobber.
North light, large. Apply to E. Fisher, 567 Fifth Ave., cor. 46th St., New York.

Wanted to Rent.
Sc. a word; minimum charge, $1.25

DIAMOND SETTERS WANT SPACE, about 150 square feet, good light, Maiden Lane district preferred.
Room 802, 40 Maiden Lane, New York. Phone John 3579.

Miscellaneous.
Sc. a word; minimum charge, $1.25

LANCASTER SCHOOL OF WATCHMAKING gives you a thorough training; send for booklet.
P. O. Box 349, Lancaster, Pa.

EASILY LEARNED watch and clock repairing by the Dexter Simplified Course; send for free sample drawings.
Buschard-Pessin Co., 299 Grand St., Milwaukee, Wis.

WATCHMAKERS! Rules and Practice for Adjusting Watches, clearly explains and illustrates the work and principles of adjusting; send for circular.
Walter Kleinlein, Publisher, Weltham, Mass.

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For 5 cents a word you can solve many of your problems—obtain help, sell your store, sell your stock, rent your store or space, obtain a partner, get capital, buy stock or tools—everything needing publicity.

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FOR THE TRADE, high grade American and Imported watches our specialty; we invite comparison of prices, workmanship and promptness. Mail orders given special attention.
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5104 Penn Avenue, Pittsburgh, Pa.
Phone Hilland 6843 Established 18 years.

Watch Crystals $2.50 a Gross
MICONEAVES All Sizes.
For gross $2.50
For dozen $2.50
For gross $2.50
All perfect Glasses in uniform sizes.

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March 21, 1923.

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The Thousands of Dollars
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than the lasting benefit to you—the
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Just Another Hand Success
I am now conducting the sale of the
fine jewelry store of the Frederick W.
Hoffman Estate, established for eighty
years in Albany, the
capital city of the Em-
pire State. This is one
of the largest and finest
stocks east of the Miss-
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I will announce in the near future
the sale of one of America's great-
est Jewelry Stores. This important
business is in liquidation and those
in charge selected HAND to con-
duct this great event.

My associate auctioneer at all sales
is Mr. Chas. J. Wilbur, an auc-
tioneer of great talent.

HAND SERVICES ARE AVAILABLE TO ALL JEWELERS NO MATTER HOW LARGE OR SMALL YOUR STOCK.
The aggregate value of twenty stocks, selected at random from hundreds of others successfully sold
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$1,000 to $5,000 A DAY
This amount can be taken in daily
at Public Auction according to size of stock and location
Auction Sales Conducted Anywhere in the United States
America's Uppermost Jewelry Auctioneer
My plan protects you against loss and guarantees you highest
prices for your merchandise.

Kindly Bear in Mind: Through no other means can you realize Quickly any-
where near as much Cash for your Merchandise at so little expense, except
through effective, forcible, energetic Methods of Salesmanship, linked with Ac-
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When contemplating an auction sale for any purpose, it will be to your interest to write
or wire me for terms and date. I render you absolutely honest, clean, up-to-date methods,
and guarantee against loss. I personally conduct all sales assisted by a high class auctioneer
when two are required, giving the services of two salesmen at one price. Kindly state size
of store, location, and about the size of stock in first letter. It saves delay.

REFERENCES
WALTER H. MELLOR, Michigan, Ind.
FAY DICKINSON, Cherokee, Ia.
HULL JEWELRY CO., Clearwater, Fla.
J. J. & A. BROWN, Homestead, Mo.
T. H. HOLTON, Shawnee, Okla.

Correspondence Strictly Confidential

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New York City

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38 Years' Successful Merchandising

THE BUYERS' DIRECTORY
Price $1.00
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“Greatest Service in the World”

Profits and Protection

For twenty years we have been selling for established jewelers, and only dependable goods. Our methods are clean, honest and dignified. I and my Associate conduct all sales in person, we overcome obstacles that seem insurmountable by courtesy, tact and our intimate knowledge of merchandise. Wire or write for information and date correspondence confidential.

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Folsome Jewelry Co., Bismark, N. D.
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Read What Others Say
ABOUT MY METHODS

“This is to certify that Mr. Chas. Hubbard conducted an auction sale for me. His methods were so clean and direct that confidence was established from the first sale. People all knew they had a square deal. He handles his audience in a most gentlemanly way. I have only the highest word of praise for him, because he cleaned up my stock in a manner most gratifying to me. I will be glad to answer all inquiries.” (Name and city on application.)

For the best results, write, wire or phone
Chas. A. Hubbard
Auctioneer
29 E. Madison St.
Chicago

Polishing Dust Is Dangerous!!!
The Strong Air Suction Draws the Dust Away

This means that when you polish with Leiman Bros. Polishing Dust Collector you do it in comfort and without breathing in the dust—the strong air suction does all the breathing.

LEIMAN BROS.
Polishing Dust Collecting Outfit
Just what all JEWELERS have been waiting for
Floor Space 2 x 4 feet and Smaller. An Easy Running Machine—Simple to Understand and Operate—Can’t Get Out of Order.

Leiman Bros. Powerful Suction Polishing Dust Collecting Outfit Shipped set up and ready to run after simply making electric wire connections.

ALL POLISHERS SHOULD HAVE IT
Their comfort, cleanliness and health depend on it—so don’t delay—besides it pays for itself over and over again in the gold recovered from the dust.

LEIMAN BROS
81 Walker St.
NEW YORK

Makers of Good Machinery for 35 Years.

COMPLETE SHOPS EQUIPPED
Motor Driven Outfits a Specialty

WORK BENCHES. One and two seat sections—the two-in-one tops—you can use both back and front—extra large drawer and metal pan, file pin and arm rest.

MELTING FORGUES. Complete with burner and motor for the large or small shop—Quick high heat—easy to handle—sweat boxes for the smoke and iron tables for the models—

BLOWERS to supply air for the benches, the melting furnaces and sand blast—motor driven complete—’They take up their own wear’ and are NOISELESS.

ROLLING MILLS. Flat stock and square wire or half round—single or double mills for hand or belt or with motor attached—

DRAWING WIRE with our hand operated draw benches is easy—small and large ones—

PRESSES, foot or hand operated for cutting or drawing—good presses save your expensive tools—light and heavy.

LATHES. Speed lathes for trimming, spining, drilling, lapping, sawing, buffing and all work in the shop—with or without a motor mounted on bench—

DRILLING MACHINES for holding No. 80 drills—accurate, sensitive machine—foot and hand feed—

SAND BLASTS for frosting and matt finishing, cleaning articles to be plated—plating takes hold quicker if sand blasted first.

POLISHING. Leiman Bros. Polishing Dust Collectors are nationally known and used—there is nothing surpassing them—you save the gold dust and keep your shop clean.

LAPIDARY. Complete outfit for cutting and polishing gem stones—with instructions for doing the work.
It is a source of gratification to me that on the eve of my liquidating our business the services of Messrs. Marks and Levy were available as auctioneers. It was my first experience in an auction and I entered with trepidation; but I soon discovered the character of the men and was content to put my services behind them rather than before them. They preserved all the traditions of the firm in the matters of integrity and fair dealing and the old customers returned each day to buy, feeling as secure in their purchases as they had always felt in the many years they had known us.

Messrs. Marks and Levy were mindful of our interests at all times and remained to the end to finish a task that would have been irksome had they sought only their own interests and the easiest way out. It is with appreciation of their abilities and character that I recommend them to jewelers generally who may desire the shorter cut to a liquidation of their businesses.

HARRY S. HYMAN.

Chicago, March 17th, 1923

Hyman & Company
INVESTIGATE

After a Thorough Investigation

Hyman & Company
Established 63 Years
Oldest Jewelers in Chicago

Chose

Marks & Levy
America's Foremost Jewelry Auctioneers

SAMUEL MARKS
MAYNARD G. LEVY

This sale, which has just closed, was the largest in value of merchandise sold, ever made at auction in a jewelry store in the United States. Single sales as high as $6,000.00.

WE CAN DO THE SAME FOR YOU.

A few of our recent sales:

<table>
<thead>
<tr>
<th>Store</th>
<th>Established</th>
</tr>
</thead>
<tbody>
<tr>
<td>Will H. Beck Co., Sioux City, Ia. (2 sales)</td>
<td>45 years</td>
</tr>
<tr>
<td>W. J. Frank Co., Akron, O.</td>
<td>52 years</td>
</tr>
<tr>
<td>A. Y. Boswell Co., Tulsa, Okla. (2 sales)</td>
<td>40 years</td>
</tr>
<tr>
<td>Joseph C. Neal Jewelry Co., Poughkeepsie, N. Y.</td>
<td>50 years</td>
</tr>
<tr>
<td>Flickinger's, Inc., Norfolk, Va.</td>
<td>30 years</td>
</tr>
<tr>
<td>Striker Bros., Buffalo, N. Y. (2 sales)</td>
<td>75 years</td>
</tr>
</tbody>
</table>

MARKS & LEVY

31 N. State Street, Chicago

Room 709 Long Distance Phone: Central 5814
America's greatest writer and thinker, Ralph Waldo Emerson, once said “Around every Circle another can be drawn.”

Note—What the Faussett service has accomplished for the following well known Jewelers in the way of actual cash sales since January 1, 1921, and then decide for yourself whether or not the Faussett circle is destined to be the greatest ever drawn around the auction world.

**Actual Cash Results**

<table>
<thead>
<tr>
<th>Name and city withheld</th>
<th>Over 80,000.00 in 30 days</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name and city withheld</td>
<td>37,850.00 in 21 days</td>
</tr>
<tr>
<td>E. F. Jakeman, Norfolk, Va.</td>
<td>11,500.00 in 10 days</td>
</tr>
<tr>
<td>Name and city withheld</td>
<td>125,000.00 in 36 days</td>
</tr>
<tr>
<td>The Crescent Jewelry Co., Sioux City, Ia.</td>
<td>13,000.00 in 10 days</td>
</tr>
<tr>
<td>Rothsteins, Cumberland, Md.</td>
<td>26,500.00 in 15 days</td>
</tr>
<tr>
<td>Goetchel Co., Shreveport, La.</td>
<td>31,000.00 in 13 days</td>
</tr>
<tr>
<td>Name and city withheld</td>
<td>12,000.00 in 21 days</td>
</tr>
<tr>
<td>Holshouser &amp; Howan, Salisbury, N.C.</td>
<td>6,000.00 in 5 days</td>
</tr>
<tr>
<td>Michiel Greer Co., Fort Worth, Texas</td>
<td>105,000.00 in 42 days</td>
</tr>
<tr>
<td>Pfeifer Bros., Little Rock, Ark.</td>
<td>Over 80,000.00 in 30 days</td>
</tr>
<tr>
<td>F. A. Mason, Lehighton, Pa.</td>
<td>7,369.00 in 8 days</td>
</tr>
<tr>
<td>Arnold Jewelry Co., Texarkana</td>
<td>14,000.00 in 6 days</td>
</tr>
<tr>
<td>C. S. Hammond, McAlester, Okla.</td>
<td>26,000.00 in 14 days</td>
</tr>
<tr>
<td>Brodegaard Brothers Co., Omaha, Neb.</td>
<td>86,000.00 in 60 days</td>
</tr>
<tr>
<td>Haltom &amp; Friedly, Wichita Falls, Texas</td>
<td>$85,000.00 in 41 days</td>
</tr>
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A good way to select an auctioneer is to ask each candidate for your sale, to furnish you with a statement of his past year's business, with sworn affidavit attached thereto. This will enable you to pick a man that really gets results.

Remember.—It's the forceful, spirited style of salesmanship, coupled with quick, decisive descriptions and the art of keeping the spirit of natural auction ever present during the life of a sale that enables Faussett to get bigger returns than other auctioneers.

Write or wire today. What I have done for others I can do for you.

**THOMAS J. FAUSSETT, Howell, Mich.**

**The Men You Have Been Looking For**

**We Take Care of Our Clients**

We have been able to give the Jeweler who wishes to liquidate or close out his entire stock the best results of any auctioneers in America.

We are favorably known to the Jewelry trade throughout the entire United States. We have conducted sales for the finest and best stores in America.

We sell your own fine goods in a dignified and gentlemanly manner which brings many new customers and friends to your store.

You hear it said: "Can you sell fine goods and fine diamonds at auction?" We do sell them and sell at profit that will more than please any Jeweler. References from the leading manufacturers, jobbers, retailers, members of the Jewelers' Board of Trade, Banks, executors and trustees.

Write or wire for open date. Now selling for Bingaman & Co., Cincinnati, Ohio, No. 6 West 6th St.

**CURRAN and ALLISON**

**Leading Auctioneers for the Jewelry Trade**

**132-134 West 47th St., New York City, N. Y.**

**4602 Simpson Ave., Cincinnati, Ohio**
We announce to the trade our new flatware pattern in sterling (solid) silver—

"Orange Blossom"

As the name implies, the design embodies the motif of beautiful orange blossoms—long associated by custom and tradition with weddings and home life.

Yet the "Orange Blossom" is not a "flowery" pattern. The decoration, though admirably restrained, has been effectively brought out by skilful die-work.

We urge you, before placing orders for any new patterns, to give our representative the opportunity of showing you the "Orange Blossom" in April.
A new departure in silverware designing.
A pattern that stands out distinctively among all other designs now on the market.
Dainty, captivating—and new in idea.
Remember: It's the new thing—the different thing—that attracts attention and sells.