Unique Jewel Casket Made of Carved Fossil on Mammoth Ivory

(See Text on Page 63)
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Unique Jewel Box Made of Fossil Ivory

THE most unusual jewel box in point of the material of its make-up, is the one depicted on the front cover of THE JEWELERS' CIRCULAR this week. This rare and seldom seen curio is constructed of mammoth, or fossil ivory, and comes from the far-off shores of the Arctic Ocean in Siberia.

The mammoth was the most commanding animal of the Ice Age and was a contemporary of Cro-Magnon Man, a race of warriors, hunters, painters and sculptors, who about 25,000 years ago occupied Western Europe. The sudden refrigeration in prehistoric times froze and entombed the mammoth on the walls of their cave dwellings in southern France. The Siberian woolly mammoth resembled the Indian elephant but was somewhat larger, was covered with coarser hair, and had larger and differently curved tusks. Their extinction is due directly to the disastrous effects of the Glacial Epoch and latterly through attacks by his great enemy, the woolly mammoth's enormous tusks may have been of the world's northerly forest zone the shores of the Arctic Ocean in Siberia.

In many cases the remains are so admitted to the light. In the matted northern jungles and thickets of the world's northerly forest zone the mammoth's enormous tusks must have been the acme of nuisance; no plausible theory has been advanced for his tusks. They appear to have been a case of sheer "art for art's sake." Now, after hundreds of centuries, they are fashioned into many beautiful and non-perishable decorative objects.

The headquarters and main stamping ground of the mammoth was the shores of the Arctic Ocean, northern Siberia, and the eternally frozen tundra. This dismal, featureless and moss-clad bog is the vast sepulchre of the mammoth, or fossil ivory, and comes from the far-off shores of the Arctic Ocean, northern Siberia, and the Arctic Ocean, northern Siberia. And out of this fresh water of mild Summers, the creeks and rivers of the northward tilting top of Asia returning with an animal lashed on his back. There is a considerable demand for fossil mammoth ivory.

Bernward and Hildesheim

LOOKING over that clever little compilation of medieval work done in the minor arts, entitled "Arts and Crafts in the Middle Ages," written by Julia de Wolf Addison, and which we had not opened for a number of years, we came across that picture of Bishop Bernward. A decade or more ago, THE JEWELERS' CIRCULAR had a clever biography of that great arts-and-crafts patron, and it was embellished with numerous illustrations of the masterpieces that were created by his hands. Many of our present-day readers were unacquainted with this periodical in those days. Anyhow, the story will bear this short repetition "lest we forget," and we will give Mrs. Addison's pithy words.

"Perhaps the most satisfactory display of medieval arts and crafts which may be seen in one city is at Hildesheim; the special richness of remains of the tenth century is owing to the life and example of the early bishop—Bernward—who ruled the See from 993 to 1022. Before he was made bishop, Bernward was tutor to the young Emperor Otto III. He was a student of art all his life, and a practical craftsman, working largely in metals, and training up a guild of followers in the Cathedral School. He was extremely versatile; one of the greatest geniuses of history. In times of war he was Commander-in-Chief of Hildesheim; he was a traveler, having made pilgrimages to Rome and Paris, and the grave of St. Martin at Tours. This wide culture was unusual in those days; it is quite evident from his active life of accomplishments in creative art that good Bishop Bernward was not to be numbered among those who expected the end of the world to occur in the year 1000 A.D. Of his works to be seen in Hildesheim, there are splendid examples. The Goldsmiths' School under his direction was famous.

"He was created bishop in 992; Tagmar pays him a tribute, saying: 'He was an excellent penman, a good painter, and as a household manager was unequalled.' Moreover, he 'excelled in the mechanical no less than in the liberal arts.' In fact a visit to Hildesheim today proves that to this man who lived ten centuries ago is due the fact that Hildesheim is the most artistic city in Germany from the antiquarian's point of view. This bishop influenced every branch of art, and with so vital an influence that his city is full still of his works and personality. He was not only a practical worker in the arts and crafts, but he was also a collector, forming quite a museum for the further instruction of the students who came in touch with him. His chancel represented the walls of his cathedral; the great candelabrum, or corona, which circles above the central aisle of the cathedral, was his own design, and the work of his students. The paschal column in the cathedral was from his workshop, wrought as delightfully as would be possible in any age, and yet executed nearly a thousand years ago. No bishop ever deserved sainthood more, or made a more practical contribution to the church. Pope Celestine III canonized him in 1194.

"Bernward came of a noble family. His figure may be seen—as near an approach to a portrait of this great worker as we have—among the bas-relief on the beautiful chair-screen in St. Michael's Church in Hildesheim. The cross executed by Bernward's own hands in 994 is a superb work, with filigree covering the whole, and set with gems in cabochon, with pearls, and antique precious stones, carved with Greek divinities in intaglio. The candlesticks of St. Bernward, too, are most interesting. They are made of a metal composed of gold, silver and iron, and are wrought magnificently into a mass of animals and plants, the outline being well retained, and the grace of the shaft and proportions being striking. They are partly the work of the malt and partly of the chisel. They had been buried with Bernward, and were found in his sarcophagus in 1194. Didron has likened them in their use of animal form, to the art of the Mexicans; but to me they seem more like delightful German Romanesque workmanship, leaning more towards that of certain spirited Lombard grotesque, or even that of Arles and certain parts of France, than to the Aztecs to which Dilron has reference. The little climbing figures, while they certainly have very large hands and feet, yet are endowed with a certain sprightly action; they all give the impression of trying to climb, instead of simply occupying places in the foliage. There is a good deal of strength and energy displayed in all of them, and while the work is rude and rough, it is virile."
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What are the chances of increasing the sale of American made jewelry in Cuba? The question has not lately been asked often by American jewelry manufacturers because of the closeness of the island and also because of the ease with which merchandise can be shipped there. It can be quickly answered by saying that the chances for increasing the sale of American made jewelry in Cuba are at this writing both good and bad. That seems strange, to say the least, but it is nevertheless true as a little thought will prove.

In the first place the sale of merchandise in any country is dependent to a great degree on the amount of wealth that that country produces. To this can be added the amount of wealth that the tourist leaves the country as he passes through. From this viewpoint Cuba is not a very good market for jewelry at this time because her chief source of wealth, sugar, is more or less upset both as to price and as to demand. Her other big crop, tobacco, is showing an improvement but at the same time it should be realized that it will take some time for the tourist to become acquainted with the situation can be obtained from the fact that men who cut the sugar cane in the field now get $40 a day in comparison to $200 a day or two back. From this it can be seen that the wealth now being produced in Cuba is not very great. Economic conditions in Cuba are very much upset although they are today better than they were a year ago or even six months ago. But, that Cuba is not producing wealth enough to put it in the class of merchandise purchasers to any extent.

The tourist is visiting Cuba and leaving money to be sure but no country the size of Cuba can develop itself on the tourist business alone. The money the tourist is spending is helping the situation but that is about all that can be said.

And so it is not hard to see why Cuba is not much of a market for American made jewelry at this writing. But while the present situation is not very pleasant as far as increased business is concerned, it is not hard to see a bright future for increased business.

The population of the island of Cuba is about 3,000,000. Outside of Havana and Santiago there are few if any cities that amount to a great deal. True there are so called cities of 25,000 population but a Cuban city of that size is far from being like a city in the States of the same size. It can truly be said that the mass of the Cuban population lives outside of the cities and are of the peon type which means that they are poor. Their hovels or huts do not contain the rudiments of comfort such as we in the States know them to be. They represent the great purchasing power of Cuba that has never been developed and it is this that they are looking more than to the people concentrated in Havana and the other cities.

Cuba is bound to progress and as she progresses which means as she produces more wealth she will be a better customer for American made jewelry. The peasant will not be satisfied with the oil and patched up clothes when he begins to earn more and have more. Then he will want better things and more of them. And when a people begin to want better clothes it is just a step that he will want something with which to adorn those clothes. Some one will get that business and it might as well be the American jewelry manufacturer as someone else. That class of Cuban must represent half of the population of the island so the value of cultivating it can easily be seen.

The balance of the population, that which is concentrated in Havana and the other cities and which knows something of the comforts of modern living are also possible customers. While they already know what jewelry is and have considerable of it in many instances they are not as well provided as they would like to be and as business improves in the island and as greater and greater wealth is produced their demands will increase accordingly.

The one thing that is a happy feature is that the Cuban is a spender. Money goes about as fast as it comes regardless of how slow or fast it comes and not only does it go out but it is spent handsomely. So it is just a question of catching him when he has money and selling him then. From this it can be seen that Cuba offers opportunities that while they do not exist today are well worth watching for so as to be ready when they do break. It is just a question of waiting until conditions in general improve and until Cuba producers a greater wealth, when it will be possible to sell more jewelry there.

To be sure there are some excellent jewelry stores in Cuba today but they are chiefly located in Havana and to some extent in the other larger cities. American made jewelry is sold in these stores but it is a noticeable fact that considerable of the jewelry is of the French types and French influences from France. This is especially true of the enamelled jewelry for which France is more or less noted. Sterling silver cigarette cases and a countless variety of sterling silver articles are on display in these stores and find fairly ready sale even under present conditions. Watches of the newer and somewhat fantastic artistic variety that have made their appearance in the States within the past few years seem to be in demand but they do not carry the same conservative type. And this applies to wrist watches as well as others. Silver table ware is also showing in considerable quantity as well as other articles of silver table ware such as platters, etc. From this it can be seen that the goods sought are about the same as in the States with the possible exception that the showier articles are in better demand than the more conservative styles.

The average Cuban likes to show off. Will American manufacturers of jewelry share in this revival of business when it comes? That remains to be seen. As for Cuba it is not a manufacturing country and so must buy jewelry somewhere.

Jewelry Must Conform with Costume

IT is order for jewelry to make its appeal it must be attractive enough to challenge other personal ornaments. The design should bear out the characteristics of the costume. Costumes like those worn on the stage must have something to say of them. Cuba demands jewelry that will have its effect under the conditions cited. The power of attraction must be secured by the glitter of highly polished surfaces and brilliants of various hues, so arranged as to harmonize with the gorgeous costumes. It should form part and parcel of the whole by permitting it to act as the keynote of the entire scheme. The kind of jewelry demanded by the conditions just cited, would be very inappropriate for civilian dress. The civilian uses jewelry of normal size, noticeable only at close range. Again the character of the design for this particular jewelry may be made to carry out the style of dress by an ornament that conforms with the costume. If the design is carried out by ornament that suggests action and life it will harmonize with a dress that is more elaborate. Whatever the costume the jewelry should seek these qualities both in color and in quality. —Rose and Cirino in Jewelry Making and Design.
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Golden Table Service of the Chimu Kings

By Herbert Beardsley

WHAT is thought to be the most noteworthy gold treasures found in Peru since the days of the Spanish Conquest consist of a series of gold dining plates and splendid ornamented drinking vessels with combination spout and handle. These precious objects, recently unearthed, are considered a part of a golden table service of one of the celebrated Kings of Chimu who ruled over an extensive coast area of now northern Peru in pre-Columbian times.

These handsome pieces, three of which are depicted herewith, aside from their great archaeological interest (as they are thought to antedate the Conquest by 1,000 years or more) strikingly set forth the lavish display and abundance of gold in use by the early South Americans. The gold plates are 10 inches in diameter with a border nearly an inch in width. Each has two holes evidently used for their suspension. The ornamentation of the water or drinking vessels consists of interlocked fish designs of the kind well known on cloth. There is also a running border of z-shaped design. The borders of the plates have a similar design. On two of the plates these run in one direction and on the other pair, in the opposite direction.

Besides their great technical skill in working gold, the people of the coast ruled by the Chimu Kings produced exceptionally fine textiles, wonderfully modeled and painted pottery, and built of clay imposing structures. It is not surprising, then, that the people in this particular region had made considerable progress in working with metals. Gold seems to have been generally known on cloth. There is also a border of z-shaped design. The borders of the plates have a similar design. On two of the plates these run in one direction and on the other pair, in the opposite direction.

Jewelry of the Later Middle Ages

During this period a general blending and mingling of the many different influences which were at work led up to that awakening which took place in the XV century and is known as the Renaissance. At the beginning of the period Byzantine traditions still kept a tight hold on all ecclesiastical figure work; and those enamels which show the human form, and carved gems, seem stiff and grotesque in their outlines, but all the same the general effect of the personal ornaments must have been gorgeous and beautiful to the last degree.

We cannot help but think that the feeling for beauty which is innate in most of us, finding so little outline in a pictorial form, displayed itself all the more freely in those directions where there were no rigid rules and traditions carried less weight. Unfortunately only too few pieces of this period, such as were worn on ordinary occasions, remain to us, and these are mainly brooches and rings. There are also some magnificent ecclesiastical jewels, such as those which once belonged to William of Wykeham, which are still preserved at New College, Oxford, which he founded. Otherwise there is very little in this country [England] which will show us the kind of work done during these centuries, and on the Continent there is scarcely more of the lesser pieces.

"Mention must be made of a most magnificent bracelet found in the Cluny Museum. It is of most exquisite workmanship and shows enamel, gem-work, cast-work, and engraving. When we look at pieces like this we see at once where the miniaturists and illuminators from the east found their inspiration, as to color schemes, and sometimes even to actual design, some manuscripts being ornamented with exact drawings of jewels, which we cannot doubt really existed, so accurate are they to the minutest particular. During this period of change we notice that different patterns of settings began to be introduced, the simple or decorated collet being supplemented by several other kinds, perhaps introduced from the East, whence, of course, the stones were imported. Details resembling those of architecture were often introduced. This will not surprise us when he consider how great a part in the national life of almost all countries was given up to the building of those wonderful cathedrals and churches which have never been equaled in beauty. Most of the stones were cut en cabochon, and are frequently so irregular in outline, for the object was to show off their beauty and color to the fullest extent and not to keep strictly to any particular law of proportion. Pearls were still generally pinned on by a central rivet, and pearl beads fastened by a wire passed through the middle, looking as if held by two claws, were also now used. The Byzantine way of fastening rows of pearls strung on wire by gold bands at intervals, was frequent. Goldsmiths were people of great importance throughout the Middle Ages in all countries. The first charter granted to goldsmiths in England is dated at Westminster, 13th of March (Edward III, A. D. 1336-27).

"It will be found that the taste for jewelry in the Middle Ages increased; the years went by, culminating at the Burgundian Court, where luxury in this particular reached an enormous height. King John of France vainly endeavored to check over extravagance by an edict forbidding the making of jewelry worth more than one mark. But it fared the fate of most sumptuary laws, and was more honored in the breach than the observance. Enamels were used with great charm and delicacy, and the standard of technique must have been very high. The Renaissance goldsmiths, who despised the old manner and melted up so much Gothic goldwork and jewelry, hardly surpassed their predecessors in this." —Perceval, in "Chats on Old Jewellery and Trinkets."

It was announced last week that Baird & Overton have taken over the quarters recently vacated by Marsh & Son, at Fredonia, N. Y., where they have opened a modern jewelry establishment and have made distinctive improvements and alterations in the property. The concern now has jewelry stores at Chautauqua, Westfield and Fredonia. Mr. Baird will be the resident manager of the store and cooperates moving his family there from Westfield. Mr. Overton is a member of the firm of Overton & Hall, under which style the stores at Westfield and Chautauqua are run.
DEATH OF C. C. RICHDALE
Santa Barbara Jeweler Killed When His Automobile Skids and Overturns

SANTA BARBARA, CAL., Aug. 9.—The sad death of Collins C. Richdale, a Santa Barbara jeweler, last week, was a shock to his many friends. Mr. Richdale being a victim of an automobile accident which occurred on the Ventura Boulevard, one mile north of Universal City. Four other passengers in the car were injured at the same time, one of them very seriously. Mrs. Richdale had her face cut and her arm wrenched.

At the time of the accident the jeweler was taking his little grandchildren back to their parents after a week's stay at his home and was accompanied by his wife, W. C. Graves, and Mrs. W. C. Graves and Miss Audrey Graves. Mr. Graves received a possible fractured skull and Mrs. Graves was badly shaken up, while Miss Graves had a broken right shoulder. The grandchildren escaped without injury.

Eye witnesses of the accident say that Mr. Richdale's car skidded as he took a sharp curve and completely off the road, for about 100 feet, and finally turned completely over. Mr. Richdale was instantly killed, his body being removed to a mortuary in Hollywood, where an inquest was later held.

The deceased was about 55 years old and had been in the jewelry business here for about 18 years. His store is located at 711 State St. He was a native of Colorado but had previously lived in the east, where he had been a designer in the house of Tiffany & Co.

Mr. Richdale was prominent in fraternal circles, particularly in the Knights of Pythias and the Modern Woodmen of the World. He was an inventor of some note and had perfected many devices for safety in railroading. Mr. Richdale is survived by his widow and one son, Jay Richdale, a civil engineer of Los Angeles.

THE SWISS WATCH INDUSTRY

Statistics as to Exports and Unemployment
Given in Report by American
Consul at Zurich

WASHINGTON, D. C., Aug. 10.—The Swiss watch and clock industry, unlike other Swiss industries, does not suffer acutely from competition, because no country, which before the war was not a watch and clock producer, can have commenced manufacturing on such a scale as to constitute a menace to Switzerland's well-established foreign industries, does not suffer acutely from competition, because no country, which before the war was not a watch and clock producer, can have commenced manufacturing on such a scale as to constitute a menace to Switzerland's well-established foreign industries. Therefore, although much time will pass before flourishing conditions will obtain, the Swiss clock and watch industry promises to come back into the strong position it occupied before the present depression commenced.

On Dec. 6, 1921, the Swiss Federal Council appropriated 5,000,000 francs as a temporary subsidy to aid Swiss watch manufacturers in competing in countries having depreciated currencies.

Swiss Exportation of Watches and Clocks
Switzerland exported $1,299,432 worth of watches, clocks, and parts to the United States during the last quarter of 1921, and $1,391,000 worth during the first quarter of 1922.

The total value of watches and clocks exported from Switzerland amounted to $6,577,729 for the third quarter of 1921, $7,381,545 for the last quarter of 1921, and $5,908,146 for the first quarter of 1922.

Decreased exports to Germany and Austria are chiefly responsible for the drop in total values in the first quarter of 1922.

From these figures it can be seen that the value of exports in the fourth quarter of 1921 increased over the value of exports during the third quarter. This increase was probably due to the Christmas trade. The notable decline in export values for the first quarter of 1922 is indicative of the real state of affairs in the Swiss watch and clock industry.

UNEMPLOYMENT IN THE SWISS WATCH AND CLOCK INDUSTRY

On July 31, 1920, there were 147 persons wholly unemployed, and 4,916 partially unemployed in the Swiss watch, clock and jewelry industry. This number rose to 20,403 wholly unemployed and 7,724 partially unemployed on March 31, 1921.

However, by February 28, 1922, the number had decreased to 19,447 wholly unemployed, and 5,132 partially unemployed. The improvement shown in the February figures indicates better conditions, which have not yet been reflected in an increased value of exports.

Hunting for Pearls in Venezuela Both Popular and Fascinating, Says Mrs. Davis

Mrs. C. E. Davis, of Caracas, Venezuela, who is making her annual visit to this country was quoted last week in the New York Times as saying that pearl fishing is the most popular and fascinating sport in Venezuela, and that it is indulged in by both the men and women of the foreign colony.

"Perhaps the most interesting part of our country is Marguerita Island, where the pearls come from," said Mrs. Davis, who is at the Hotel Astor. "The island is one night from Caracas, and the pearls found are famous for their lustre and also for their color. They are said to be finer than the pearls of India. Pearl fishing is certainly the most fascinating of sports. Sometimes one opens twenty shells before finding one pearl, and yet I have known as many as 72 baroque pearls to be found in one shell. Seldom, however, is more than one round pearl found in a shell. The season for pearl fishing usually lasts from September to May. Toward the end of the season the pearl buyers swarm there from Paris, though many firms keep resident buyers there throughout the year."

The store of Letzeiser & Co., Oklahoma City, Okla., was entered one night recently by burglars, but before any loot could be taken a burglar alarm was set off and in a few minutes a representative of the burglar alarm concern was on the scene. The thief, however, told the special officer that he had been given permission to go into the store, which excuse was accepted by the officer and the man made his escape.

CUSTOMS DECISIONS

Board of United States General Appraisers' Rules on Questions Including Duty on Watches, Fobs, Bracelets, Imitation Stones, Bone Charms and Necklaces and Other Articles

The Board of United States General Appraisers, sitting at New York, has just handed down several decisions of interest to the jewelry trade. In the majority of these decisions the importers secure substantial duty reductions.

Cartier, Inc., the European Watch & Clock Co., and the W. G. Knapp Co., all of New York, obtained a ruling on imported watches, attached to wrist straps, bracelets, fobs or brooches. As to certain of these items, the customs board concludes that duty was correctly assessed at 60 per cent ad valorem under Par. 356, Tariff Act of 1913.

As to other of the items, however, the board ruled that duty should have been assessed at either 50 per cent ad valorem, under Par. 167, or at 30 per cent ad valorem, under Par. 161, Act of 1913.

In a decision, sustaining a protest of the American Bead Co., the customs board rules that duty should have been assessed at the rate of 35 per cent ad valorem under Par. 333, Act of 1913.

These stones, the board concludes, should have been assessed at 20 per cent ad valorem, under Par. 337, in compliance with the Act of 1913.

A test case, filed in the name of the Sing Chong Co., of San Francisco, covered imported bone charms and bone necklaces, all of which, on entry through the customs, were classified as jewelry and duty assessed at the rate of 60 per cent ad valorem, under Par. 356, Act of 1913. The board finds that the charms should have been assessed at 20 per cent ad valorem under Par. 356 and the necklaces at 50 per cent ad valorem, under Par. 333, Act of 1913.

In a decision sustaining protests of Lovegrove & Morel, of New York, the General Appraisers find that certain belts, bracelets and other articles, composed in chief value of galalith, should have been assessed at the rate of 15 per cent ad valorem, under Par. 385, rather than at the rate of 60 per cent ad valorem, under Par. 358, Act of 1913.

Certain porcelain, amber and crystal ornaments, imported in the name of the T. D. Downing Co., of Boston, are held free of duty as artistic antiquities under Par. 656, Tariff Act of 1913, in another decision by the customs board. In another part of this ruling certain jade, crystal and agate ornaments are held dutiable at 20 per cent ad valorem under Par. 357, rather than at 60 per cent ad valorem, under Par. 356, Act of 1913.

R. H. Macy & Co., of New York, were the protestants in a case involving the classification of galalith ornaments. The board ruled that duty should have been assessed at 15 per cent ad valorem under Par. 385, Act of 1913.
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ONE of America's greatest display manufacturers and a number of leading jewelers co-operated with us in the production of this assortment. The pearl shell replica and the solid velvet "step" arrangement are each a work of art. You get the set of permanent display fixtures, together with 14 fine DELTAH necklaces, at a most reasonable cost. Order from your wholesaler.

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You won't have the Deltah necklaces very long, but the lovely fixtures are good for many years.
THE JEWELERS' CIRCULAR

July 30, 1922.

THE JEWELERS' CIRCULAR

London, Eng., Aug. 2.—The jewelers this side, particularly in the suburbs and the provincial districts, are finding a demand for jewelry trinkets made up of inexpensive materials but which look novel and attractive. Since the prices of these trinkets are low—there being no really valuable metals or gems in their composition—they are within reach of the so-called "working classes." The jewelers' art of the drawing-room cabinets in London's suburbs in which only moderately priced goods have a place. Such places are patronized almost exclusively by the working and lower middle classes. In fact, none of the so-called working classes have a desire to pass for moneyed classes of England use the jewelry establishment for the purchase of mass gold and silver table ware, household gifts of precious stones and specimens of the jewelers' art for the drawing room cabinet. The jewelry patron from the laboring classes never looks twice at gold and silver plate with any serious thought of wishing to own it. This class of jewelry patron is almost like the window trims displaying low-priced watch chains, signet rings, table cruets, lucky charms, foreign beads, plated, imitation pearls for the body and a fake diamond stickpin, resplendent on white plush upholstery. There is the table cruet of electro plate and china. The three china receptacles are fashioned after the order of brown and, apparently, new eggs. The center "egg" is broken off at the top to hold the mustard. The chipped edging is realistic. The two end "eggs" are perforated at the top for pepper and salt. These useful articles sell for around a dollar or two and find their way into most "working class" homes. A type of jewelry now finding favor is that modeled on the popular animal creations depicted in the 'Children's Page' of the daily press. There is, for instance: Pip, Squeak and Wilfrid. This trio has long delighted youthful readers of metropolitan newspapers, and now, after getting on the cinema and the stage, the little animals are to be immortalized as pendants, brooches, earrings and other mediums of the jeweler's art.

M. H. Lawrence, manufacturing jeweler at 52, Gray's Inn-Road W. C. is minus around $25,000 worth of jewelry as a result of a week-end jewel raid on his premises. The thieves got away from the place by the front door, their pockets being stuffed with gold mounted and diamond rings mostly in an unfinished state. A caretaker heard strange noises but did not trouble to investigate. The thieves evidently concealed themselves on the premises during the day and were locked in by the caretaker over night. A half-ton safe was ripped open, the thieves donning the manufacturer's employee's own overalls in order to protect their clothing. They were careful to leave no finger prints.

It is understood that the diamonds produced in the Equatorial Congo alluvial diamond fields which the Forminiere Co. of Brussels has taken a leading part in developing have lately been sold through the medium of the De Beers Diamond Buying Syndicate.

The custom of standing jewelry display cases right out on the sidewalk seems to be increasing here, particularly at seaside pleasure resorts where holiday makers like to stroll around without actually entering the shops. One east coast jeweler has four handsome display cases in wood and glass standing outside the store proper. He keeps two assistants regularly "on guard" over these cabinets. His experience is that scores of prospects stop and study the goods displayed in these sidewalk cabinets and afterwards turn into the store itself to buy. They would not pause to gaze in an ordinary store window with the interest that they do with the sidewalk showcases, he says.

Former Chicago Platinumsmith Killed When Train Hits His Automobile at Crisman, Ind.

CHICAGO, Aug. 9.—Great regret and grief has been expressed by his friends in the Chicago jewelry trade at the news of the tragic death of a former local jeweler, Paul J. Redlin, which occurred at Crisman, Ind., Thursday last.

According to information received in this city, Mr. Redlin had just started on a vacation trip with his family in their automobile. Two hours after they had left home, while crossing the railroad tracks at Crisman, the machine was struck by a fast limited train and demolished. Mr. Redlin was killed instantly, but his wife received minor injuries. Fortunately his son Ralph was not hurt in the least.

Deceased, who was 41 years old, had long been connected with the jewelry trade here and until a year ago was employed by the house of Spaulding & Co., as a platinumsmith. He then quit the jewelry trade and for the past year had been connected with the Chicago office of the United States Revenue Department, acting as a prohibition inspector.

He was a member of Constellation Lodge No. 692, A. F. & A. M.

Frank Rieser & Son, Poughkeepsie, N. Y., Celebrate 50th Anniversary of the Founding of the Business

POUGHKEEPSIE, N. Y., Aug. 9.—Patrons of the jewelry firm of Frank Rieser & Son, 119 Main St., have been congratulating Mr. Rieser on the fact that last Thursday he celebrated the 50th anniversary of the establishment of this business in Poughkeepsie. The business was established by the father of the present head of the concern and still occupies the same building in which it was established in 1872. This is the third oldest jewelry business in the vicinity of Poughkeepsie.

The store first opened by the late Mr. Rieser was a modest one and occupied one window in a barber shop. Later the barber moved to another location and Mr. Rieser leased the entire store and continued to build up a substantial business, which he handed down to his son, the present proprietor. The elder Mr. Rieser died in 1915. The present head of the firm learned the watchmaking trade at Walham and came to Poughkeepsie and associated himself with his father's business in 1904.

F. G. Fleming, Spencer, Mass., reports that on Tuesday, Aug. 1, the window in his store was smashed and a quantity of miscellaneous jewelry was stolen.

The News from England

Jewelry Trinkets Gaining in Popularity—Safe Rippers Get Valuable Loot—Sidewalk Display Cases Being Used by English Jewelers

LONDON, England, Aug. 2.—The jewelers this side, particularly in the suburbs and the provincial districts, are finding a demand for jewelry trinkets made up of inexpensive materials but which look novel and attractive. Since the prices of these trinkets are low—there being no really valuable metals or gems in their composition—they are within reach of the so-called "working classes." The jewelers' art of the drawing-room establishments in London's suburbia in which only moderately priced goods have a place. Such places are patronized almost exclusively by the working and lower middle classes. In fact, none of the so-called working classes have a desire to pass for moneyed classes of England use the jewelry establishment for the purchase of mass gold and silver table ware, household gifts of precious stones and specimens of the jewelers' art for the drawing-room cabinet. The jewelry patron from the laboring classes never looks twice at gold and silver plate with any serious thought of wishing to own it. This class of jewelry patron is almost like the window trims displaying low-priced watch chains, signet rings, table cruets, lucky charms, foreign beads, plated, imitation pearls for the body and a fake diamond stickpin, resplendent on white plush upholstery. There is the table cruet of electro-plate and china. The three china receptacles are fashioned after the order of brown and, apparently, new eggs. The center "egg" is broken off at the top to hold the mustard. The chipped edging is realistic. The two end "eggs" are perforated at the top for pepper and salt. These useful articles sell for around a dollar or two and find their way into most "working class" homes. A type of jewelry now finding favor is that modeled on the popular animal creations depicted in the 'Children's Page' of the daily press. There is, for instance: Pip, Squeak and Wilfrid. This trio has long delighted youthful readers of metropolitan newspapers, and now, after getting on the cinema and the stage, the little animals are to be immortalized as pendants, brooches, earrings and other mediums of the jeweler's art.

M. H. Lawrence, manufacturing jeweler at 52, Gray's Inn-Road W. C. is minus around $25,000 worth of jewelry as a result of a week-end jewel raid on his premises. The thieves got away from the place by the front door, their pockets being stuffed with gold mounted and diamond rings mostly in an unfinished state. A caretaker heard strange noises but did not trouble to investigate. The thieves evidently concealed themselves on the premises during the day and were locked in by the caretaker over night. A half-ton safe was ripped open, the thieves donning the manufacturer's employee's own overalls in order to protect their clothing. They were careful to leave no finger prints.

It is understood that the diamonds produced in the Equatorial Congo alluvial diamond fields which the Forminiére Co. of Brussels has taken a leading part in developing have lately been sold through the medium of the De Beers Diamond Buying Syndicate.

The custom of standing jewelry display cases right out on the sidewalk seems to be increasing here, particularly at seaside pleasure resorts where holiday makers like to stroll around without actually entering the shops. One east coast jeweler has four handsome display cases in wood and glass standing outside the store proper. He keeps two assistants regularly "on guard" over these cabinets. His experience is that scores of prospects stop and study the goods displayed in these sidewalk cabinets and afterwards turn into the store itself to buy. They would not pause to gaze in an ordinary store window with the interest that they do with the sidewalk showcases, he says.
THE NEXT TIME

you see a piece of jewelry which is beautiful because of the quality of its diamonds, find out whose make of MELEE, SQUARES or SIZES it contains.

They may not always be Eduard Van Dam diamonds, but we believe it worth our while to make the suggestion.

ASK US FOR DIAMOND SERVICE

EDUARD VAN DAM
Cutters of Everything in Diamonds

437 FIFTH AVE. Cor. 39th St. Telephone Murray Hill 5879 NEW YORK
THE JEWELERS' CIRCULAR

August 16, 1922.

THREE GREAT EXHIBITIONS

Chicago's Pageant of Progress, Merchandise Fair and Display at Palmer House Attract Large Number of Jewelers Despite Railroad Strike

CHICAGO, Aug. 12.—An unusually large number of jewelers have been attracted to Chicago during this past week by the Pageant of Progress Exhibition, which is being held at the Municipal Pier, the Merchandise Exhibit, which is being held at the Coliseum, and the display of wares at the Palmer House under the auspices of the Gifts, Art-Wares and Novelties Association of Chicago.

The serving of the Pageant of Progress has been very successful this year, notwithstanding that during one entire week the street cars and elevated trains were tied up by a strike. The exhibits were extensive and interesting but there were not so many of real interest to the jewelry trade.

The most prominent in this trade was one which attracted a great deal of attention and favorable comment was that made by C. D. Peacock, Inc., State St. The firm occupied a beautiful booth in the center of the main exhibit, and each corner of this space was an individual booth in which the making of jewelry and cutting of diamonds was demonstrated, while in the center of the space was a beautiful fountain and around this were seats for visitors. This exhibit was in charge of C. Thomas.

In one booth an engraver was demonstrating the methods of engraving wedding rings, in another, diamonds were being cut and finished from the rough stone. In a third booth a jeweler was designing and manufacturing platinum jewelry, and in the fourth booth a jeweler was making all kinds of platinum chains.

The Osborne Art Studios, of 2311 Milwaukee Ave., had a very beautiful display of gold encrusted and gold hand wrought china products of their "studios," which were set off by attractive lamps and beautiful shades.

The Astronomical Clock Mfg. Co., of this city, had a full display of new clocks. The center was a wheel which was in motion of R. I. Smook, was the large astronomical clock which stood on a mahogany pedestal inlaid with pearls and colored stones. In addition to showing the hour of the day another dial indicated the season, the month and the date. On top of all of this enclosed in a glass globe was a center light representing the sun, revolving around this was a globe representing the earth and attached to this a small globe representing the moon. These two globes travel around the sun globe making all the revolutions made by the earth and showing the correct position of the moon at every period during the year.

The display under the auspices of the Gifts, Art-Wares and Novelties Association of Chicago occupied the entire 5th and 6th floor of the Palmer House and the success of this exhibit is largely due to the efforts of the officers of this association; the president, W. C. Owen, and the secretary, C. L. George, worked faithfully on this for many weeks and were rewarded by the congratulations of everyone for the wonderful success.

Nearly 300 distinct lines were shown at the exhibit and hundreds of visitors were in attendance every day and nearly all of the exhibitors were pleased with the amount of business they were able to do during the week.

The success of the exhibit this year inspires a permanent annual exhibit of this kind.

The exhibit at the Coliseum was not confined to any particular line but was a very large display of merchandise for dealers in all lines. There only display of interest to the jewelry trade were those of glassware and china.

FILES ANSWER TO SUIT

New York Concerns Named In Equity Action Deny Infringing Patent on Ring Design

An answer to the equity suit instituted in the United States District Court, last June by Joshua W. Mayer, and the Powers & Mayer Mfg. Corporation, New York, was filed last Friday by the defendants, the Fourteen Karat Finding Co., Inc., and August Goldsmith and Nathan B. Stern, individually and as co-partners doing business under the style of Goldsmith, Stern & Co.

The action involves an ornamental design for a ring on which the plaintiffs allege in the bill of complaint was infringed by the defendants. The design on which suit was brought is claimed by the complainants to be covered by design letters patent 59,252.

The defendants in their answer make a general denial of most of the allegations and set forth in other parts of their reply that they are without knowledge as to certain charges made by the complainants. The answer emphatically denies, however, that the defendants committed any acts of infringement as set forth in the bill of complaint.

The answer continues by stating that upon information and belief, the defendants allege that on or about Oct. 11, 1921, and prior to any act of alleged infringement by the defendants, Joshua W. Mayer, sold, assigned and transferred all right and title to letters patent 59,252, to the Powers & Mayer Mfg. Corporation, and for that reason deny that the defendants committed any acts of infringement after the commencement of this suit or at any other time.

The answer also states that upon information and belief, the defendants allege that they have no knowledge as to certain allegations set forth and ask that the defendants produce proof. They specifically deny any acts of conspiracy, or joinder of tort, alleged.

The Fourteen Karat Finding Co., one of the defendants denies that it was given any patent rights or any letters patent 59,252, before the commencement of this suit or at any other time. The other defendants, however, admit that on June 3 last, they received from the attorney for the plaintiffs, a letter in which the number and date of the letters patent involved in the suit were set forth, but deny, however, that they have any knowledge of the commitment of any act of infringement of these patent letters after due notice was given. The answer also states that the Fourteen Karat Finding Co. made and the other defendants purchased from the former concern a certain setting which they believe is the one referred to by the plaintiff, but of which they are not definitely informed and therefore pleading guilty to any act of infringement were all committed prior to any notice from the plaintiffs.

The defendants further allege that the setting was copied from one purchased in the open market by the Fourteen Karat Finding Co., and that this setting had no mark or inscription indicating that it was patented. The defendants, further allege that the design applied by them was not applied with any knowledge of the existing patent letters.

In conclusion the defendants deny any equity of the plaintiffs in their bill of complaint and also deny that the plaintiffs are entitled to an injunction or accounting of profits or damages. They further deny that the defendants have any ground for relief and claim that the patent letters involved are not valid. Mayer was not the first original and sole inventor of the design. The answer continues with a long list of inventors who produced designs which are claimed to be similar to the one involved, and the defendants pray for the dismissal of the action with costs.

TRUSTED CLERK ARRESTED

Employe of Milwaukee Jeweler Accused of Embezzling Jewelry Worth $10,800

MILWAUKEE, Wis., Aug. 12.—For 19 years the trusted employe of Archie Tegtmeier, prominent Milwaukee jeweler, at Fourth St. and Grand Ave., Oscar Caspari, 46 years old, married, is now in the county jail at Milwaukee charged with embezzlement of $10,000 in jewelry and money. Caspari, it is charged, had taken small articles of jewelry from time to time, in the past three years, and had given them to a prominent Milwaukee society matron, who has also been charged with a statutory offense.

The unraveling of the skein of deception began Friday when Archie Tegtmeier went to F. G. Dorsch, special investigator for the District Attorney and told him that he was being systematically robbed. Dorsch went to the jewelry store, talked with the employees, found that Caspari had been seen frequently riding with a woman who was not his wife, traced the woman to her apartment and invited her to the District Attorney's office. Under searching questions she admitted and having done the wrong with Caspari. Five hundred dollars worth of diamonds and other jewelry were stripped from her by the District Attorney and held impounded pending the outcome of the case. The woman is a prominent Milwaukee society matron, and is a resident of the exclusive East side "Gold Coast."

Caspari's father is one of Milwaukee's old settlers and Caspari himself is well known in Milwaukee. His bonds have been fixed at $10,000 on the embezzlement charge and $500 on a charge of adultery.

The exact amount of the loss is not known. Mr. Tegtmeier declared, as there is no certain method of ascertaining. The amount will exceed $10,000, he said.
EIGHT FACETS

In All Sizes and Qualities

JAMES J. LOEB & BROTHER

IMPORTERS and CUTTERS of MELEE

68 NASSAU ST., NEW YORK

Antwerp, 1 Rue van Lerius
Amsterdam, 2 Tulp Straat

London, E. C; Holborn Viaduct
Paris, 11 Rue de Chateaudun
August 16, 1922.

HITS JEWELRY AUCTIONS

Detroit's Acting Mayor Refuses to Renew Licenses of Auctioneers Which May Have Made Against Fake Jewelers

DETROIT, Mich., Aug. 9.—Jewelry auctions can not be held without auctioneers, and for that reason the last of Detroit's jewelry auction shops closed their doors last week.

The license of every jewelry auctioneer in the city expired July 31, and no renewals will be issued, it has been announced.

Three of the city's four shops were operating up to the last minute, but Edward Gill, police lieutenant, had instructed them to obey the law.

Numerous complaints about every auctioneer in the city prompted Acting Mayor John C. Lodge to declare against the renewal of any licenses.

President of Michigan Retail Jewelers Association Lands Mayor Couzens on Campaign

DETROIT, Mich., Aug. 12.—In a letter signed by Herman Hiss, president of the Michigan Retail Jewelers' Association, Mayor James Couzens is praised for the success he has made against fake jewelry auctioneers in this city. President Hiss also asks that Mayor Couzens use his influence in securing State legislation that will curb this evil, which breaks out periodically every year in Detroit.

President Hiss's letter reads as follows: "As president of the Michigan Jewelers' Association, I have taken cognizance of the fact that you are endeavoring to close up the so-called auction or grill shops, which are operating on lower Woodward Ave.

"Speaking as the representative of the legitimate jewelers of the State, it is not only a disgrace to the State but also a blot on Detroit that firms such as these should be permitted to rob and swindle the people of Detroit and the thousands of visitors who enter the city.

"You may rest assured that you have the support of every reputable jeweler throughout the United States in your effort to curb these fakers.

"Auctions, properly conducted and for legitimate reasons, are oftentimes necessary, and in whatever legislation you may put through, it is advisable you discriminate between the merchant and the shark."

Warrants Issued Against Five Auctioneers in Raid at the Instance of the Detroit Board of Commerce

DETROIT, Mich., Aug. 12—Judge Charles L. Barlett, of the municipal court, today signed five warrants, against as many jewelry auctioneers, charging the defendants with acting as auctioneers, without having paid the required bond of $2,500, under act 201 of the compiled laws of Michigan. The arraignment will take place at the peace court of the Detroit Board of Commerce.

The warrants issued Saturday are against the following men: Lewis Ginsberg, 512 Woodward Ave.; J. Harry Lawrence, 417 Woodward Ave.; Morris Cohen, 512 Woodward Ave.; Asher Mosk and John Sacks, 210 Monroe Ave.

Already more than 50 auctioneers, cappers and clerks have been named as defendants in the campaign of the Retail Merchants' bureau, which is under the direction of John W. Chandler, a former Detroit newspaperman, and more recently a member of the advertising staff of Judge Bros.

Mr. Chandler on Saturday caused the arrest and conviction of Milton Ginsberg, 512 Woodward Ave., on a charge of slander. The case was heard before Judge Harry B. Keidan. Ginsberg was sentenced to pay a fine of $10 or serve 10 days in the House of Correction. Chandler testified that Ginsberg called him a "crook" when he took a dissatisfied customer to Ginsberg's store to demand a return of money paid for jewelry in an auction. The buyer claimed he bought three rings for $8 and that the price was too high.

A damage suit for $25,000 has also been filed in the Wayne Circuit Court by Chandler against Ginsberg.

Thieves Smash Through Window of Providence Jewelry Store and Get Loot Worth $1,000

PROVIDENCE, R. I., Aug. 12.—The retail jewelry store of the Empire Jewelry Co., 422 Westminster St., corner of Empire St., was broken into at an early hour last Sunday morning and jewelry valued at more than $1,000 stolen from the display window.

The thieves cut away a large section of the glass in the front show window, a piece two feet in length and about one foot in width having been removed, and the window mat of heavy silk on which the goods were displayed, was folded together and, with its contents, hauled through the broken window. The break was discovered by Patrolman C. E. Johnson, of the central station, at 3:40 o'clock Sunday morning.

Edward Deutch, of 143 Summer St., an employee of the store, was notified, but on his arrival was unable to tell what articles were missing. The proprietor, John W. Weinbaum, of 121 Snow St., Woonsocket, R. I., was summoned and after an inventory furnished the police with the following list of missing articles: Between 50 and 60 Waltham, Elgin, Swiss and Hamilton watches, valued at from $7 to $25 each; 50 to 60 gold 14-karat wedding rings, valued at from $3 to $6 each; 15 wrist watches, worth $10 each; 12 gold chains; six strings of pearls; three dozen gold rings with emblems, worth $6 each; six brooches, valued at $3 each, and a quantity of cuff links, brooches and other articles.

The police commenced the first thing Monday morning checking all the avenues through which the stolen jewelry might pass in a search for the missing property.

Gold production in South Africa increased in May. The total output of the Transvaal mines for the month was 529,786 ounces, valued at £2,897,016, an increase of 118,448 ounces over April, according to a report from Vice Consul Piasar, at Cape Town. There also has been an increase in the importation of mining machinery for the Rand, which indicates increased activity in this industry.

INDICTMENT DISMISSED

New York Jeweler Charged with Receiving Stolen Goods Discharged by Supreme Court Judge After Case is Called 42 Times

After being called four trial 42 different times, the indictment against Adolph W. Brenner, jeweler, Seventh Ave., near 49th St., New York, charged with receiving stolen goods, was dismissed last Wednesday at the Supreme Court of Edward R. Finch. Mr. Brenner was indicted in September, 1920, on the charge of criminally receiving stolen property taken from the home of the celebrated lawyer, J. Montgomery Hare.

A valuable collection of diamonds and pearls were alleged to have been stolen from J. M. Hare's home in New York by two drug addicts. Mr. Hare is a well known lawyer and partner of Clarence J. Shannin, formerly justice of the Appellate Division of the Supreme Court.

At the time of Mr. Brenner's arrest it was claimed that he had bought $50,000 worth of stolen diamonds and jewelery for a small sum. He was promptly arrested and indicted.

This case was tried before Justice Talley at the Court of General Sessions in March, 1921, and after the trial lasting five days, the jury disagreed. Since that trial, Brenner's case has been upon the calendar of General Sessions Court for trial 42 times and appeared before every judge of the Court of General Sessions. The defendant always answered ready for trial, and upon the request of the District Attorney, the case was always adjourned. Finally, in March, 1922, the case was transferred from the Court of General Sessions to the Criminal Term of the Supreme Court, and in April, 1922, Brenner's attorney, Samuel I. Ferguson, 277 Broadway, New York, made a motion to dismiss the indictment and the court, after careful investigation, was of the opinion that the motion should be granted.

This motion was made before Justice Finch in the Criminal Term of the Supreme Court, and Justice Finch ordered that the defendant be tried on or before May 24, 1922, or he would dismiss the indictment. The case was not tried as directed, and Mr. Ferguson, on behalf of Brenner, renewed the motion for the dismissal of the indictment and Justice Finch then ordered that the case be tried by June 7, 1922, or the indictment should be dismissed. Again the case was not tried, and Mr. Ferguson made a motion to dismiss the indictment, and on June 20, 1922, Justice Finch ordered that the indictment should stand dismissed unless Brenner was actually placed on trial on July 31, 1922. Brenner was not placed on trial as directed by Justice Finch and on Aug. 1, last, another motion was made to dismiss the indictment against Brenner. Finally, this motion came on for hearing before Justice Finch in his chambers, on Aug. 4, 1922 and at the request of Assistant District Attorney James Donahue, the argument of the motion was adjourned until Aug. 8. On that day Judge Finch, evidently convinced that Brenner was dissatisfied, signed an order dismissing the indictment and discharging the bail and thereby disposed of one of the most interesting cases in the annals of the New York courts.
"Orienta Pearls"

If your trade demands the best there is but one answer "Orienta" Strings, Tassels, Earrings, Scarf Pins and Novelties

Platinum or 18 kt. mountings.

Memo on Request

Guaranteed.
Thieves Hold Up Jacob Krupin and a Customer in the Former’s Store—Aronberg Jewelry Co. Also Robbed

ST. LOUIS, Aug. 12.—Jacob Krupin, proprietor of a jewelry store at 1212 Franklin Ave, reported to the police Thursday that two men in soldiers’ uniform held him up in his store and at the time of the hold-up, the morning and robbed him of diamonds valued at $6,222 and $470 in cash.

Krupin stated that he was waiting on a customer when two young men entered and one of them offered him a watch and asked for a loan of $5. Krupin examined it and agreed to make the loan and started back of a partition. The young man started to follow him. As Krupin turned to tell him to wait outside the inclosure, he was ordered to hold up his hands and go into a back room. He obeyed and was made to lie down next to Krupin, stay there and keep quiet. The two robbers then went back into the store.

Krupin and his customer had been lying on the floor about 10 minutes, when a son of Krupin entered. He saw indications of a robbery and ran out and called help. While Krupin and his customer had reached him at the muzzle of a revolver into the back room and made him lie down beside Krupin, stay there and keep quiet. The two robbers then went back into the store.

The robbers then ran from the store and after being joined by the watcher outside, walked across the street where the auto was parked. The auto sped north on 7th St. and disappeared.

One version of the robbery was given by an inspector for an insurance company, who was standing on the corner of 7th and Olive St., when the robbers made their escape. He said he noticed a Ford with an engine running standing on the east side of 7th St., facing north, and the man loitering near the entrance of the jewelry store. One carried a bundle under his arm, he said. The watcher, he asserted barely escaped being struck by the tongue of a horse-drawn truck as he crossed the street. The inspector gave the license number of the car to the police. The inspector said he had obtained that the license plate had been stolen from a truck owned by the Grummer Lumber Co., several weeks ago.

The robbers left the jewelry store hold-up committed in St. Louis within twenty-four hours, that of Jacob Krupin, 1212 Franklin Ave, being the first.

On Dec. 27 last, the Holtz jewelry store in the room now occupied by the Aronberg concern was held up and robbed of about $5,000 worth of diamonds. Holtz sold the store on February 5 to Reinberg and Aronberg. Aroberg and Reinberg carried about $6,000 burglary insurance.

SALESMAH LOSES GRIP

Diamonds and Mountings Worth Almost $10,000 Disappear from Motor Bus at Lawrence, Kans.

Lawrence, Kans., Aug. 12—L. D. Rothchild, a jewelry salesman, reported to the police here this week that he had lost a grip containing two boxes of jewelry worth of diamonds and settings on the Fort to Fort Highway somewhere between this place and Topeka.

Rothchild was traveling to Topeka on a motor bus and the grip containing the stones and settings was lost on the outside of the car with the rest of the baggage. When the salesman glanced outside to inspect his baggage, he saw the grip was missing. The bus retraced its route, but the grip was not found.

An involuntary petition in bankruptcy was filed in the United States District Court, New York, on Monday, Aug. 7, by Frank Klein, manufacturing jeweler, 400 E. Houston St. The petitioning creditors include Max Pariser, $500; David Freedman, $153; and Sigmund Mandel, $75. Last Friday Judge Mayer appointed Maurice Hartung as receiver under a bond of $500. According to this order Mr. Klein has alleged assets of $10,000, of which $6,000 are in Rhode Island and the other $4,000 in the hands of the police property clerk in this city. The liabilities are estimated at $30,000.

The company states that it has raised sufficient money to meet this proposal.
Established 1866

L. & M. Kahn & Co.
importers and cutters of
DIAMONDS

170 Broadway, cor. Maiden Lane, New York
CUTTING WORKS: 29 GOLD STREET
AMSTERDAM: 6 TULP STRAAT    LONDON: 23 HOLBORN VIADUCT    ANTWERP: 48 RUE SIMONS

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

41 bis Rue de Chateaudun
Paris, France
PROVIDENCE, R. I., Aug. 12.—Frank Klein, 35 years of age, who for several months conducted a manufacturing jewelry establishment at 247 Eddy St., this city, but was arrested last week in New York on a charge of embezzlement of a lot of small diamonds, the property of Mr. Max Gertsacov, of Providence the property had been taken possession of by Conley & Straight, to whom it belonged.

Mr. Efron pointed out that Klein was held under only $3,500 bail in New York while awaiting proceedings on his refusal to return to Providence without qualification, and that he had a wife and two children in this city. Deputy Police Inspector O'Neil informed the court that the family returned with Klein when he was brought back from New York, where they had been living with him in Salisbury St. At the time of his arrest he was waiting in New York for his passport to return to Hungary.

The charge upon which Klein is being prosecuted here is the embezzlement of a lot of small diamonds, valued at $1,110, from the Gertsacov Jewelry Co., which it is alleged took place here July 14. Mr. Gertsacov complained to the police that Klein volunteered to negotiate the sale of 21 small diamonds for him. Klein told Mr. Gertsacov, the report to the police reveals, that he had a customer in Lynn, Mass., whom he proposed to sell the diamonds to. The proceeds of the sale were to be turned over to Mr. Gertsacov.

On the promise that Klein would report to him immediately after making the sale, Mr. Gertsacov agreed to let Klein have the diamonds. This he did, and after several days had passed, Mr. Gertsacov went to Klein's office on Eddy St. and found the place closed. After calling several times, and being unable to locate Klein anywhere in this city, Mr. Gertsacov entered a complaint with the police.

Following an investigation of several days and search throughout the east, it was learned that Klein was in New York awaiting passports and was preparing to leave the country. At the request of the Providence police the New York authorities inaugurated a search for Klein and later succeeded in arresting him. He refused to return to Providence without qualification and was released upon furnishing $3,500 in bail, a surety company furnishing the surety. The necessary papers were finally signed by the governors of Rhode Island and New York, and Klein was brought back here.

During the arraignment before Judge Rueckert, it was stated that Klein had disposed of all his household effects, removed all assets and has made all arrangements to go abroad. It was stated that there may be considerable other accounts involved.

Jewelers Gold Bars Withdrawn and Exchanged at New York

(West Edition, Aug. 12, 1922)

The U. S. Assay Office.

Gold bars exchanged for gold coins, $786,115.96
Gold bars paid depositors, 135,770.60

Total, $921,886.52

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

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<thead>
<tr>
<th>Date</th>
<th>Exchanges</th>
</tr>
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<tbody>
<tr>
<td>Aug. 7</td>
<td>$233,745.66</td>
</tr>
<tr>
<td>Aug. 9</td>
<td>$156,406.00</td>
</tr>
<tr>
<td>Aug. 10</td>
<td>$105,233.18</td>
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<tr>
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<td>$125,458.26</td>
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<td>$68,028.23</td>
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</table>

Total, $786,115.96

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>Selling Price</th>
<th>Domestic Silver Standard</th>
</tr>
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<tr>
<td>Aug. 8</td>
<td>34%</td>
<td>71%</td>
<td>99%</td>
</tr>
<tr>
<td>Aug. 9</td>
<td>34%</td>
<td>71%</td>
<td>99%</td>
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<tr>
<td>Aug. 10</td>
<td>34%</td>
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<td>99%</td>
</tr>
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<td>34%</td>
<td>70%</td>
<td>99%</td>
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E. F. Mezey and Lad. Boldszar, recently appointed instructors in the horological school which has just been opened by the College of the City of New York, have just returned from an interesting tour of some of the well-known watch factories. Among the factories visited was that of the Waltham Watch Co., Waltham, Mass.; the Howard Watch Co., of the same place, and the Hamilton Watch Co., Lancaster, Pa. Olaf Olsen and Frank O. Stewart, both of the Waltham company; Joseph Freund, technical advisor of the Howard Co., and Messrs. Beckwith and Atkinson, of the Hamilton Co., guided the instructors through their respective plants and explained many of the interesting features of modern watch manufacturing to the visiting group. While in Lancaster the instructors also visited the old-established Bowman Technical (Horological) School, through which they were shown by the director, John J. Bowman, who is also treasurer of the Horological Institute of America.
EICHERBERG & CO.
Established 1860
Importers and Cutters of
DIAMONDS
CUTTING WORKS
155-157 Summit Street
NEWARK, N. J.
OFFICE
65 Nassau Street
NEW YORK

Wm. S. Hedges & Co.
IMPORTERS OF
DIAMONDS
No. 170 Broadway
(Formerly Milder-Samu)
New York
FRANK JEANNE, President
C. L. BLEECKER, Vice-President
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ESTABLISHED 1860
SAUNDERS, MEURER & CO.
Diamond Cutters
IMPORTERS OF
Pearls, Emeralds, Rubies, Sapphires
522 FIFTH AVE., NEW YORK
PEARL NECKLACES

GEM BRILLIANTS
FANCY SHAPED DIAMONDS
PROVES A BIG SUCCESS

First National Merchandise Fair in New York Attracts Many Out of Town Buyers

The First National Merchandise Fair, which opened in the Grand Central Palace and the 71st Regiment Armory, New York, on Monday, Aug. 8, as announced in the last issue of The Jewelers' Circular, is proving a mecca for out of town buyers and at the time this page went to press, representatives of concerns from all parts of the country and even from abroad were at the exhibits which will continue until Aug. 25. A great percentage of these buyers, however, represent department stores from different States and a survey of the roster failed to reveal many jewelry buyers from concerns engaged exclusively in the jewelry business. The exhibits are numerous and beautiful and are attracting a great deal of attention. Prominent among the exhibitors are a number of jewelry and silverware concerns, as well as others showing kindred lines.

A complete list of these exhibitors and the lines they are showing include: A Kohler, Woronock & Sons, Inc., jewelry; the Alvin Silver Co., silver plate flatware; the Anco Silver Co., silverware and cutlery; the Baroda Pearl Co., pearls; E. & J. Bass, Inc., jewels and gift novelties; Samuel E. Bernstein, Inc., cutlery and silverware; the Betty Products Co., Hartford, Conn., bead necklaces and girdles; Blacher Bros., Providence, R. I., jewelry and gift novelties; the Brosa Co., watches; J. Busch, silver plate ware and cutlery; Cohn & Rosenberger, Inc., jewelry novelties; the Continental Mfg. Co., cutlery, manicure sets, silverware; Farber Bros., silver and nickel silver; the Henshall Co., Inc., jewelry; Levy & Merzbach, fancy leather goods; A. I. Magid Co., leather goods; A. Himmel & Resenberger, Inc., jewelry novelties; the Henshall Co., Inc., gifts and novelties; J. Bulova Co., watches; J. M. Spiegel Co., leather goods and novelties; the J. Bulova Co., Inc., silver plated ware; Krementz & Co., Inc., Newark, N. J., jewelry; Laitman & Laitman, traveling bags, leather goods; Unique Leather Goods Co., Richmond Hill, L. I., novelty leather goods; Zane Pottery Co., Zanesville, Ohio, pottery vases, bowls, comport, etc.

DEATH OF A. S. MARTIN

Retired Jeweler of Philadelphia Passes Away in His 88th Year

PHILADELPHIA, Pa., Aug. 12.—The funeral of Albert S. Martin, retired jeweler of this city, who died Aug. 9, was held at his late home in Glenside Village about 2 o'clock. Interment was made in Cedar Hill Cemetery.

Mr. Martin had been ill for several months. He was 87 years old and has been a widely known retail jeweler of this city for more than 50 years. He learned the business with his uncle, J. J. Martin, who was located at 2031 Germantown Ave. After being with his uncle for several years, Mr. Martin went into business for himself in 1860 at 1343 N. 2nd St., this city. He was located on N. 2nd St. for 33 years, during which time he won the respect and confidence of the people in that section of the city for his honesty. In 1893 Mr. Martin moved to 2031 Germantown Ave., the place where he learned the business and remained there until he retired in 1911.

International Decorative Arts Exposition, Paris, 1924

THE President of the Ministry of Commerce and Industry, Paris, is informing the nations that a great international exposition of the Decorative Arts will be held in Paris in 1924. The grounds will occupy the entire space included in the Courts La Reine, from the Invalides, and the Grand Palais. Certainly an ambitious undertaking. A phenomenal innovation in expositions will be presented in this display.

Only strictly modern art work will be allowed entry, all copies or imitations of old styles will be banned. Queries naturally arise: What is strictly or purely modern (settement moderne) art? Who will undertake the responsibility of judges of entries, and what about juris??
Artificial Pearl Necklaces
a superior reproduction
direct from France

GATTLE & HUNTER
576 Fifth Ave., at 47th St., New York
Telephone Bryant 7085

Importers of Pearls, Diamonds and Other 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
NEENAH, Wisc., Aug. 10.—The jewelers of the country will get a special railroad rate of 75 per cent. of the regular fare to the great convention of the A. N. R. J. A. at Cincinnati, Aug. 29 to Sept. 1. Many members have provided 250 delegates ask for certificates when buying their tickets, Secretary A. W. Anderson therefore asks everyone going to the convention to get a certificate when buying his ticket to Cincinnati whether he intends to get a ticket back or not. By doing so he may save 25 per cent. on the fare of the other delegates.

Secretary Anderson has just issued to members a circular on these special railroad rates with full instructions. It reads as follows:

SPECIAL RATES TO CINCINNATI CONVENTION

To All Members:

Transportation Committee has secured special rates on the certificate plan for all who will attend the Cincinnati convention (except members from the Pacific Coast States, from which Summer excursion rates apply). These special rates are available on the condition at least 250 full paid one way tickets are bought by our members and certificates secured and presented to the Chairman of the Transportation Committee at Cincinnati for validation. In that case all members will be entitled to travel through ticket over the same route used in going to Cincinnati, at one-half the regular fare, making a reduction of 25 per cent. on the round trip.

RATES FOR ALL THE FAMILY

If you or any of your family or friends are going to Cincinnati, you may save as much as $50.00. Ask from your local ticket agent or nearest station issuing through tickets to the place of meeting at the time you purchase your going ticket. Bring this certificate with you to Cincinnati and turn it over to Mr. A. L. Thomas, Chairman of the Transportation Committee.

CANCELLATION PRIVILEGE

Tickets can be bought on the certificate plan in Cincinnati of any railroad, from Boston, New York and Sault Ste. Marie as well as in the United States.

BARGAINING FOR MANY

There will be 1,250 members coming from a long distance who will pay $50 or more, one way, and if we get enough certificates (250) it will enable them to return for half fare, which means quite a saving. Note this carefully. Be sure to ask for and secure a certificate when purchasing your ticket to Cincinnati, even though you will not return home the same way you came, because you may help other fellow if you do not get the reduction.

MOTORISTs NOTICe

There will, no doubt, be many who will motor to the convention, and in order to make sure of securing the needed number of certificates it is suggested that those who come in their cars from points more than 20 miles from Cincinnati, stop at some railroad station where the fare is close to 75c (not less than 67c) to Cincinnati and purchase a ticket and secure a certificate. If he be a brother act and if the ticket is not used it will be redeemed by the committee, thus costing no more to secure the certificate.

ARE YOU CLOSE TO CINCINNATI?—GET CERTIFICATE JUST THE SAME

Many members in Ohio, Kentucky and Indiana may not think it worth while to ask for a certificate when purchasing their railroad ticket to Cincinnati, and many members, buying a ticket costing 67c. or more, and obtaining a certificate with same, and turning said certificate over to the Transportation Committee, 1., helping to secure lower return fares for his fellow jewelers as well as for himself, and though some may have only a trifle others may save many dollars. If everybody will turn in and help there will be no doubt about getting 250 certificates.

WHEN TO BUY TICKETS

Tickets may be purchased any time beginning August 24, but not after August 20, and do not stop until you want to catch your train. It takes 30 minutes in many cases to purchase a ticket and get a certificate, so get them in time. Some stations do not have certificates on hand. Ask your local ticket agent if he has them on hand, and, if not, have him get one for you. Better make the inquiry ten days or two weeks in advance so as to give him time to get certificates if he has none on hand.

GET CERTIFICATE WITH EVERY TICKET

Lastly, remember to ask for a certificate for yourself and every member of your family for whom you purchase your tickets, a separate certificate for each ticket bought. Even when buying a ticket for a child at half fare, ask for a certificate, as that counts as well as any other.

Let's pull together for a record attendance and for reduced return fares.

SPECIAL TRAINS TO CINCINNATI CONVENTION

Members outside of Chicago who will attend the convention, mailed to them this week a circular letter acquainting them with plans which have been made to handle the delegates to the national convention in Cincinnati the latter part of this month.

Among the reasons he cites why members should do their utmost to attend the annual conclave of the trade is the fact that this State has the distinction of being the home of the president, Edward H. Hulnagel. The entire State delegation will assemble here on Aug. 27, leaving on a special train over the New York Central at 11:57 P. M., and arriving in Cincinnati at 11:10 the following morning. The New England representatives will also join the party here. The fare from Buffalo to Cincinnati is $15.71 with a charge of $4.50 for lower berth and $3.00 for an upper. While obtaining tickets, delegates are reminded to obtain from the nearest agent a convention certificate, which will entitle them to a return ticket at half fare, should 250 or more attend the convention. Those who intend making the trip must take their reservation through Alfred O. Bald, State representative on the national transportation committee.

JEWELER ARRESTED

R. E. Lomax, Los Angeles, Charged With Buying Diamonds Stolen by Bandits

LOS ANGELES, Cal, Aug. 9.—Robert Lomax, aged 51 years, jeweler at 849 S. Broadway, was arrested last week on the charge of suspicion of receiving stolen property. Detectives claimed he purchased 20 diamonds stolen from Mrs. Rowan who was locked in a clothes closet with her maid and robbed of $25,000 worth of jewelry in her home at 832 S. Lake St., June 6.

The arrest of Lomax followed soon after, the detectives obtained a confession from Elmer G. Bauman, one of the asserted trio of bandits who robbed Mrs. Rowan, in which he stated that Lomax bought the diamonds from him. Lomax through his attorney, denied that he had purchased the stones from Bauman. He did admit, however, the detectives declared, that he recently purchased 20 diamonds from a broker by the name of Williams, but had no suspicion or reason to believe that the gems were stolen. Bauman said he was to receive $1,250 for the stones, which the detectives say were valued by Mrs. Rowan at $10,000.

Lomax, according to police records, was put on parole after serving seven years in San Quentin for second degree murder. His parole ended November 4th, and he wanted everyone who possibly can come to the crowd on this train and make it a real birthday party.

Don't forget, warns Secretary Anderson, to ask for certificates when purchasing your ticket, even though you do not intend to return home via the same route, for your certificate may be the one needed to make the 250 necessary to get the return fare reduced one-half.

Specialists in Genuine Oriental Pearl Necklaces and Individual Pearls
Finest Selection Rare Gems

FREDERICK W. RAUCH
522 Fifth Ave. New York

Pearl Necklaces
created by an expert in the perfect blending of color and graduation of size

Pearl Ropes Loose Pearls for Additions
Fancy Cut Diamonds and Precious Stones
August 16, 1922.

**PROVIDENCE**

Arnold C. Messler is registered at Block Island for the month of August.

J. L. Anthony Co. has received permission to erect a garage on Baker St.

C. D. Varney has sold his retail jewelry business on Washington St., Arctic, to Samuel Heist.

Mr. and Mrs. Stanley Lyons have gone to Bar Harbor where they will remain the rest of the season.

Stowell B. Sherman, of Sherman & Berkander, with his family, are at Rockport, Mass., for a month's rest.

Clarence Rohn, of the Bassett Jewelry Co., left Monday night on his regular trip to Chicago and the west.

Walter Lederer and Irving Lederer were registered at the Imperial Hotel at Narragansett Pier the past week.

Peter W. Ochs, of Ward & Ochs, has returned from an extended pleasure trip by automobile through the White Mountains.

Newton P. Hutchison, of the Hutchison & Heustis Co., and his wife are at Narragansett Pier for the remainder of the season.

The Gorham Mfg. Co. has been given permission to make alterations to one of its factory buildings at its Elmwood plant, Adelaide Ave.

K. Livingston Beeckman and Frank T. Rogers have given silver cups to be competed for in the annual regatta of the East Greenwich Yacht Club.

Marion C. McLeish has been appointed by the Probate Court at Newport as administrator of the estate of the late Grace C. McLeish under bond of $5,000.

Louis J. Anshein et al. have purchased land and buildings on the southerly side of Princeton Ave., on which they have given a mortgage of $7,000 to Alma H. Nass.

David Bilgor, who recently took over the entire business of the Sacc-Bilgor Co., 44 Washington St., will continue the business under the same style and at the same address.

At the formation of the Rhode Island Civil War Veterans' Association at Rocky Point, last Monday, Capt. Thomas W. Manchester was elected one of the vice-presidents.

William H. Draper left Friday afternoon for New York to sail Saturday on the steamer *Nieuw Amsterdam*. He plans to tour France, Germany, Holland, England and Ireland.

T. W. Lind Co. and others have petitioned the city to widen Friendship St. on the south side from Broad to Dyer Sts. The matter has been referred to the highway committee.

M. L. Misch has given a mortgage for $25,000 to the trustees of the will of Benjamin B. Knight, on the lot and buildings of the Caesar Misch, Inc., on Westminister, Empire and Chapel Sts. who, since his death, has been discharged from the hospital, and is again at home after the serious accident which he suffered to his hand some weeks ago.

Ludwig O. Becker, for several years in the employ of the Chapin & Hollister Co., and William Denyes have started in business at 661 Westminster St., under the firm of Becker & Denyes and will manufacture a line of fine jewelry.

Arthur Henius, O. R. Johnson Co., Wolcott Mfg. Co., Blanding & Blanding, and George L. Claffin Co. were among those who contributed valuable prizes for the athletic field sports at the outlay of the American Legion at Quonset last Saturday.

George J. Gaboury, for several years in the employ of George F. Berkander as a journeyman, states he was discharged Saturday morning at his home, 17 Alma St. He was 47 years old, having been born in this city March 11, 1875. He is survived by his widow and two children.

Among the retail stores decorated the past week for the convention of the Oriental Order of Humility and Perfection, held in this city, were J. Krasnow, Foster's, the Boston Store, the Outlet, Dimond's, Tilden-Thurber Corp., Herbert S. Tanner, Leo Grossman, Quinn & Co., Ward & Ochs, Weybosset Jewelry Co.

A creditors' petition in bankruptcy was filed in the United States District Court for Rhode Island last Monday against the Jenkins Machine & Tool Co. The claims of the creditors petitioning creditors against the company, as shown in the petition, total $1,892,17, but no estimate is given of the total liabilities or the assets.

Arthur L. Aldred, president of the Glad Dry Goods Co. of this city, was a passenger on the White Star liner *Adriatic*, which landed at New York Sunday and on which an explosion occurred in one of its coal bunkers, killing five of the crew and injuring several others. Mr. Aldred was returning from a business trip in Europe.

A meeting of the merchants of upper Westminster St. is to be held in Steinitz Hall on Aug. 17 at 3 o'clock, to form an organization of retail establishments for the purpose of improving that section as a business district and to stimulate retail trade in that neighborhood. Several firms that have joined the movement are the Empire Jewelry Co., John M. Dean Co., and C. Colitz.

Frederick E. Kimball for several years toolmaker with the Dudley Watch Co., died at his home, 106 Ocean St., last Wednesday, after an illness of several weeks, in his 49th year. He is survived by his widow. He was a member of Mount Vernon Lodge, No. 4, of Masons, Providence Royal Arch Chapter, and St. John's Commandery of Knights Templar.

The O'Gorman Co., Inc., acquired the title to the Wilcox building, corner of East Ave. and Timothy Lane, Pawtucket, the past week, with the recording of warranty deed at the city hall, about $40,000 being involved in the transaction, according to the revenue stamps appearing on the deed. According to information it is understood that the O'Gorman Co. will convert the building into a department store within two years.

H. C. Lindol Co., Inc., of Providence, capitalized at $50,000, for the purpose of dealing in jewelry, novelties and other merchandise, was granted a charter on Tuesday under the laws of Rhode Island by Deputy Secretary of State Ernest Sprague. The incorporators are Samuel J. McMullen, J. Henry A. Moulthrop and Ralph N. Greenlaw, all of Providence. Messrs. McMullen and Moulthrop were associated in the business previous to the recent taking over of the concern by Mr. Lindol, and Mr. Greenlaw is an attorney.

Suits by Mrs. Florence M. Chapin and her husband, William P. Chapin, Jr., who is secretary of the O'Gorman Co., Inc., were filed Saturday in the Superior Court against Israel Bernstein, to recover damages resulting from a collision between two automobiles. In the declarations filed Mrs. Chapin states she was riding in her husband's car in Roger Williams Park, June 4, when the Chapin car was struck by the Bernstein machine. She sues for $5,000 on account of personal injuries. Mr. Chapin sues for $2,000 for loss of his wife's services and expenses.

Among the jewelry dealers reported in this city and vicinity during the past week were the following: J. Fitzer, of the Globe Jewelry Co., Syracuse, N. Y.; J. W. Kenne, of the Specialty Supply Co., New York city; G. W. Bard, of G. W. Bard & Co., Lancaster, Pa.; Mr. Blatt, of Blatt & Fauber Co., New York city; I. Oppenheimer, of the Oppenheimer Jewelry Co., Baltimore, Md.; Mr. Kuth, of The Fair, Chicago; Messrs. Helle, of Helle Bros., Cleveland.

**LANCASTER**

Miss Elva Trout, of the clerical staff of E. F. Bowman's Sons, is on a trip to Penmar, Pa.

Russell H. Dudley, son of President W. W. Dudley, of the Dudley Watch Co., has returned from a two weeks' trip to Mt. Gretna.

Morris Zook, 82 years old, father of jeweler S. Kurtz Zook, died last week. He was a Civil War veteran. By reason of his death the jewelry store was closed until after the funeral.

President George R. Huber, of the Lancaster Optometrical Society, entertained the members and their ladies at the August meeting, held at his cottage at Landisville. An amendment to the by-laws which was adopted opposes the insertion in advertisement of the prices of goods, as these cannot be always adhered to, and, therefore, causes patrons to feel that advantage is being taken of them. A resolution was adopted, suggesting to the State association that all Optometrists be disbarred from it unless they are members of a local society.

The following new students have been enrolled at the Bowman Technical School: Curtis Austin, York, Pa.; Henry J. Cain, Buckhannon, W. Va.; Jean Varian, Magdalene, Mexico; M. J. Gordon, Avoca, Pa.; Paul Hirsch, Rocky Mount, S. C.; Bernard Coyne, Pittsburgh; E. P. Ike, with the Van Kuren Co., Chicago; K. P. Johnson, Uniontown, Pa.; George M. Leib, Hershey, Pa.; M. A. Nielson, Hadesworth, O., G. Elwood Perry, Selinsgrove, Pa.; S. L. Royal, Chester, S. C. The government vocational men of Lancaster, most of whom are students of the Bowman Tech, will hold a corn roast at Williamsport on Aug. 23.
THE JEWELERS' CIRCULAR August 16, 1922.

FREUDENHEIM BROS & LEVY

2 MAIDEN LANE 170 BROADWAY

NEW YORK CITY DIAMOND IMPORTERS

FREUDENHEIM BROS & LEVY

2 MAIDEN LANE 170 BROADWAY

NEW YORK CITY DIAMOND IMPORTERS

SAPPHIRES

EMERALDS

STAR SAPPHIRES RUBIES SEAL SAPPHIRES

CALIBRE

ALL SIZES

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

FANCY SHAPES Cut to order from the Rough.

ALSO

Fancy Cut Diamonds

SPECIALIST in SAPPHIRES and IMPORTER and CUTTER of PRECIOUS STONES

HENRY GREEN

527 Fifth Avenue New York

THE NORDLINGER GENERAL SERVICE in PRECIOUS and IMITATION STONES

is actually an invaluable asset to every Jeweler who makes it his exclusive source of supply. We have solved the problem of securing the largest quantities of all the essential staples and distributing them to the largest number of clients in the quickest possible time, at the most advantageous prices and at the minimum of time, money and labor. A TIMELY ORDER NOW, may save you trouble later on thru labor and transportation disturbances.

H. NORDLINGER'S SONS, INC.

New York City, 70 West 40th Street

Paris, 32 Rue Besurepape Gablonz, u/N., 18 Steingasse Providence, 43 Washington Street
Concerning Aquamarines

It is impossible to cut an Aquamarine thin and retain its BRILLIANCE.

Lacking BRILLIANCE an Aquamarine has absolutely no merit.

Hence, an Aquamarine cut too thin is practically unsalable, and therefore expensive at any price.

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

UNQUESTIONABLY — the finest scientifically produced pearls in the world.

FRANK C. OSMERS
2 West 47th St., New York, N. Y.
Telephone Bryant 5522

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.
Lapidaries and Importers of Precious Stones
15 Maiden Lane
New York

PLATINUM MOUNTINGS
65 Nassau St., New York
The William and Mary Style

The same gracious instinct that made hospitality one of the fine arts, long ago pronounced sterling silver the material for tableware in the homes of people of taste. This convention has never been changed.

Its extreme beauty and adaptability have won instantaneous favor for the new William and Mary pattern of "Treasure" solid silver. For this design of exquisite simplicity and purity of line harmonizes gracefully with all of the best English and American Colonial decorative styles.

Here is silverware worthy to become an heirloom; losing nothing, but gaining a tender store of associations as it passes down the years in all of its imperishable loveliness.

ROGERS, LUNT & BOWLEN CO.
Silversmiths—Creators of Distinctive Tableware
GREENFIELD — MASSACHUSETTS
"Treasure" Solid Silver
August 16, 1922.

THE JEWELERS’ CIRCULAR

War was sold recently at the Frankford Arsenal in this city. The Government disposed of wrist, pocket and stop watches to the public.

The Philadelphia Jobbing House doing a wholesale jewelry business at 715 Sansom St., which recently purchased the property at that address for the sum of $51,000 now contemplates making improvements in the premises. The building is a four-story structure and is occupied by a number of jewelers and watch repairers, and the changes contemplated will include improvements that will add to both the appearance of the place and the convenience of the occupants.

NORTH ATTLEBORO

Kennedy & Co. have started their new plant in the Smith building.

Fred E. Sturdy is a member of the Central Men’s Club committee which is arranging a band concert for Aug. 28.

The Whiting & Davis Co., the Mason Box Co., and J. F. Sturdy Sons’ Co. teams in the Twilight league are now all tied for first position.

The employs of Dominick & Haff held their annual outing at Gooseneck Inn last Saturday. A chicken dinner was enjoyed and a program of athletic events carried out.

J. J. Sommer, of J. J. Sommer & Co., returned last week from the Pacific Coast and after a few days’ stay at the factory started out again last Saturday. Mr. Sommer anticipates good business.

Andrew Morris, of G. C. Hudson & Co., was named local fuel commissioner last week by Director James J. Storrow, of the State Fuel Commission. Mr. Morris will have the allotting of fuel in North Attleboro during the present crisis.

Dominick & Haff have signed a renewal of their lease at the Bliss factory on Chestnut St. The members of the firm are greatly pleased with the treatment accorded them by the local business men and townspeople.

Four of the troubles met with in fitting glass crystals in watches have been overcome by the G-S Flexo Crystals, which the manufacturers claim are more adaptable than glass and just as clear. Some of the advantages claimed are that a small stock of only four gross crystals will provide a complete assortment to fit instantly any size and make of watch, in both open and hunting cases, as one G-S Flexo Crystal can be fitted to 12 different size bezels. These crystals are made of special flexible material, highly transparent. They are flat disks and with an inserting machine are easily and quickly formed and fitted to any desired height or size. They are claimed to be dust-proof, to eliminate waste and to save time. Watchmakers and jewelers can secure full particulars by writing to the local business men and townspeople.

Portland, Ore.

George Butterfield, Jr., of Butterfield Bros., wholesale jewelers, has just returned from a three weeks’ pleasure trip to Sea-side, Ore.

George Fox, of the Fox Mfg. Co., of Chicago, visited Portland, recently. He brought with him a new line of window display goods.

I. Lake, of the Pendant Watch Supply Co., who came through Canada on his way west from Chicago, reports business much better there than he had hoped for.

The local office of A. I. Hall & Son has been greatly improved in appearance by a new Hermes plate hall clock. Of sterling silver, this mahogany clock has an etched dial with gold figures. It strikes the tuneful Westminster chimes. Lance H. Smith, manager, anticipates good business from a very enjoyable vacation. Miss Florence Ovvalman, of the same company, is now away from the city.

Fred J. Hufnagel, president of the National Retail Jewelers’ Association, has appointed E. J. Jaeger, of Jaeger Bros., chairman of the publicity committee for the national convention. Frank Heitkemper, of Portland, requested that Mr. Jaeger be appointed a delegate to attend the convention, and Mr. Jaeger believes that he will attend inasmuch as he is also attending the international convention of the 100 Percent Clubs about that time. In the course of his trip he will visit in New York and Chicago.

Jaeger Bros. are getting out a nameplate for automobiles which can be put on in 10 minutes. This is a great improvement over the kind which necessitates taking out the upholstery in order to install the nameplate. The nameplates are of enamelled sterling silver and other metals and are put on by means of special riveting machines. This house recently installed an eight-foot mahogany hall clock in the new Masonic home at Forest Grove, Ore. It was a gift of one of the lodges to the new Masonic home.

It seems to be the general opinion in the jewelry trade that men’s strap watches are greatly in favor at the present time. The military watch introduced during the war was, of course, the nucleus for the present popularity, but the watches now made are much smaller than those formerly worn. Some are even as small as those worn by women, but the straps worn with them are heavy leather affairs to suit the masculine taste. Cheap watches, however, are a thing of the past, high grade watches being greatly in demand. New styles in fancy ring mountings are now also in demand. Among the most popular are blue sapphire rings.

Portland boasts of an exclusive silver manufacturer, the Kaufmann Mfg. Co., on the East Side, which has been in business now for two months, and in this short time has established markets in Oregon in a remarkable way. L. R. Kaufmann, H. A. Ihbosden and L. W. Newson compose the personnel of the firm, which is running a shop fully equipped for metal-spinning and all the processes that go to make the finished silver product. Mr. Kaufmann has invented and patented a valuable fruit-server that is finding ready sale. At present the demand has been mostly from hotels, but it is believed that after people use them when dining out that they will begin to buy them.
You Can Now Buy
W.W.W.W. Guaranteed
Pearl Necklaces!

*Pearl Necklaces Worthy of Their Unusual Guarantee*

For nearly a year we have been devoting time, thought and energy to the preparation of going into the Pearl Necklace business. We wanted to sell only such Pearl Necklaces as would be worthy of the famous W. W. W. guarantee.

W. W. W. GUARANTEED PEARL NECKLACES give the jeweler who features them unmistakable advantages.

W. W. W. GUARANTEED PEARL NECKLACES will not be sold to any but the legitimate retail jeweler—never to department stores or mail-order houses.

To those jewelers who have had the exclusive rights of W. W. W. GUARANTEED RINGS, will be given the first opportunity to control the W. W. W. GUARANTEED PEARL NECKLACE proposition for their community.

Our twelve representatives are now in their respective territories—each one carrying a full assortment of W. W. W. GUARANTEED PEARL NECKLACES in addition to their regular line of W. W. W. GUARANTEED RINGS, as well as the window display and other valuable advertising features, all of which will help sell W. W. W. GUARANTEED RINGS—W. W. W. GUARANTEED PEARL NECKLACES.

**WHITE, WILE & WARNER**

"Makers of W. W. W. Guaranteed Nationally Advertised Rings"

Buffalo, N. Y.
Fred A. Steuber, retail jeweler, of Leroy, N. Y., last week moved from the Heaman building on S. St. to the Moran block, a few doors away.

Rubin Rothman, at present proprietor of a jewelry store at 136 Seneca St., will open a second retail establishment on or about Sept. 1, at 4 S. Division St., just around the corner from Main St.

Work has been started on the new business block in Wellsville, N. Y., on the site of the burned Brick Block. One of the tenants in the new structure will be H. H. Thomas, one of the town's leading jewelers for years.

O. Wullenweber, 57 E. Genesee St., Buffalo, N. Y., reported to the police that about noon, one day recently, a man entered his store and asked to be shown some rings. While the proprietor was reaching into the case for a ring, the man, tentatively distracted for a moment and the man snatched two rings from another tray valued at about $250 and dashed from the store. He was pursued and finally caught and the rings were recovered.

Members of the Buffalo Retail Jewelers' Association are looking forward to the resumption of their organization's activities, which were suspended for the Summer months. With the holding of the regular monthly meeting at the Lafayette hotel on Sept. 13, a number of important matters will come up for discussion. Among them is the advisability of holding of a membership drive, the tax question and what action is to be taken on the request of the National Coal Association for the local association's support in bringing to justice those guilty of the Herrin, III., mine massacre.

One of the first stores in the new Strand Theater building, Niagara Falls, opened for business last week was the Donald jewelry store, under the management of George Biggou. Souvenirs were distributed on Aug. 22, and plate glass. The show windows are of the Herrin, Ill., mine massacre.

Aureemma & Iorio, Inc., of 665 Newark Ave., Jersey City, with E. Edward Burr as agent, has been chartered in the office of the Secretary of State to mine, quarry and extract from the ground gold and silver, and to smelt, treat and otherwise handle such metals. The concern has a capitalization of $25,000, which is composed of 2,500 shares at $10 per share, while the incorporators and the number of shares held by each are Leopoldo Auremma, 4; Saveria Iorio, 4; and Helen B. Watson, 2, all of Jersey City.

Dealing in jewelry, silver and other metal goods and leather goods is among the principal objects of the Trenton Army and Navy Store, which has been chartered in the office of the Secretary of State to operate from 147 E. State St., Trenton, after taking over as a going concern the Trenton Army and Navy Store located at 105 N. Broadway, Trenton, and operated by Irving Cohen. The concern has a capitalization of $125,000, which is composed of 1,250 shares at $100 per share, while the incorporators and the number of shares held by each are Irving Cohen, 8; F. W. Gnihtel, 1, and Irving M. Fuchs, 1, all of Trenton.

The Royal Eighteen Karat Gold Co., 156 Market St., Newark, with Nat M. Fruchtmam as agent, has been chartered in the office of the Secretary of State to manufacture white gold and convert fine gold into white gold; to manufacture, buy, sell and deal in and with white gold, pure gold and all precious metals; to compound alloys and to generally refine gold; to manufacture, buy, sell and deal in and with jewelry of all kinds and descriptions, and to make all articles made of precious stones or semi-precious metals or stones. The concern has a capitalization of $100,000 which is composed of 1,000 shares at $100 per share, while the incorporators and the number of shares held by each are Nat M. Fruchtmam, 8; Herman A. Sarwin, 1, and Sol P. Pressler, 1, all of Newark.

Reuben Parritz, of the Washington building, has gone to Old Orchard, Me., which is the rendezvous of many jewelers during the Summer months.

Forest Davidson, Jr., member of the Thomas Long Co., writes from the Mediterranean that he is on his way home from an extended tour of Europe. He visited England, Scotland, France, Austria and Italy. He has been away about six weeks. E. A. Bigelow, treasurer of the E. Howard Clock Co., and his son have gone to Antrim, N. H., for a brief rest. There they have a farm in which they naturally take a great deal of interest. They have won a prize for their Cornucopia.

The holding place of currency and jewelry valued at $20,000, which disappeared from the Summer home of Payne Whitney, the bride's father, which was valued at $20,000, which disappeared from the Summer home of Payne Whitney, the bride's father, which was taken along the lake road. Others may take the trolley on the Manistee Beach line which is a beautiful trip along the lake shore for the entire distance. Dinner will be served in the Odenbach hotel.

Abe Weinberg, of M. Rosenbloom & Co., is away on a three weeks' business trip. W. Levinson, of the same house, starts next week for a three months trip west. Bertrand A. Moll, who has recently closed out his business in the Granite building, has accepted the position of the office superintendent for the Rosenbloom company.
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Few Crimes in New York's Jewelry District

It was with some what of a shock that the jewelry trade heard last week the report of a bold hold-up in one of the office buildings of Maiden Lane, where, according to a complaint made to the New York police, bandits had entered Friday morning and, after covering the proprietors with revolvers, ransacked the stock and safe of a jewelry concern. It was not the particular features of the robbery that caused so much surprise and concern as was the fact that the outrage had been committed in the center of the jewelry district of New York, which for years has been practically immune to crime of this kind, particularly in the daytime. That bandits had had the temerity to get below the so-called "dead-line" in New York in open daylight and apply their trade was indeed a shock not only to the people in the jewelry industry but to those in the financial district as well.

But the astonishment caused by this reported robbery and the comment that has caused one and all to emphasize the fact that for nearly four decades the jewelry district of Maiden Lane has been one of the safest places in the entire country for the purpose of conducting a jewelry business. Despite the fact that in the four blocks that are generally termed the Maiden Lane district, millions and millions of dollars' worth of gems and jewelry are concentrated and every day large quantities of goods are constantly carried to and fro along the sidewalk, practically no robberies of any kind have been recorded, and the few robberies that have been attempted have generally been in the evening or over Sunday when the "Lane" is absolutely deserted of its business population. While New Yorkers and particularly members of the jewelry trade of the metropolis have been so accustomed to this condition that they have taken it for granted as normal, it has been the subject of wonder among businessmen throughout the rest of the world, especially students of crime and criminals. On the other hand, it has been a standing tribute to the effectiveness of the police protection given to the so-called financial section of the city, which, first established under Inspector Byrnes, has been continued by every administration of the police force up to the present time.

This plan of protection has relied not so much upon the number of detectives or officers used in guarding the district below Fulton St., New York, as in the methods employed by the detectives skilled and adept in their ability to watch for crooks and in their knowledge and ability to spot the professional thieves who have operated in the past. The eagle eyes of the detectives guarding the Maiden Lane district have in past years no doubt prevented thousands of robberies; better, in fact, in the prevention of crimes rather than in the capture of the criminal that the work has been so effective. Many criminals have ventured into Maiden Lane and, in every case, their presence was immediately noticed by the vigilant officers on guard and they were warned to keep away from the district. Sometimes, if their business therein was legitimate, they were even accompanied to the place where they intended to go by the detective and escorted back beyond the "dead line" with a warning that they had better keep away in the future.

So thorough has been the work, that the great professional criminals of the country have felt it useless to even make an attempt to commit crimes in the jewelry and financial district, but have resorted to sections of New York and to other places where the espionage was neither so perfect or so drastic.

Like the black spot that the fair ones were in olden times wont to place upon their cheeks to heighten the beauty of their complexions by contrast, so the report of the crime in Maiden Lane last week has served to bring out the unfortunate positions of the denizens of the jewelry district of New York in regard to immunity from crime in the past. If in fact that the dead line has been invaded successfully it may bring a shudder to some, but is generally believed that this is but an isolated incident—the exception that proves the rule.

Indiana Jewelers Set Much interest was evinced in the jewelry trade last week by the story published in The Jeweler's Circular on Aug. 9, telling how the Indiana Retail Jewelers' Association was getting the attitude of senators and representatives on the question of the repeal of the present jewelry tax and the letters quoted from the candidates of both parties for senator from Indiana, as well as some of those of the congressmen (which were examples of many received by the association) were read with much interest. These letters showed that with proper work on the part of our jewelry organizations, it is possible to get candidates for office on record as to their position on the jewelry tax, and at the same time, make them realize that the position they take is one that is going to have prime importance with the decisions of the jewelers when they vote at the next congressional election.

As we strongly emphasized in an editorial in the issue of Aug. 2, the jewelers of the country must realize that the perpetuation of this tax is the greatest menace to their industry and to the welfare of the country that they have to face. The question of the jewelry tax is much more important to them as businessmen than is the tariff, the bonus, or other issues on which the citizens of the country will be asked to vote at the next election. We reiterate our plea to the jewelers of the country to forget for the present, their old political affiliations when it comes to vote for representation, or senator, and get away from party ties that have bound them in the past. Vote no longer as Republicans, Democrats or Progressives, but vote as businessmen and jeweler for any candidate of any party who will pledge himself to work unceasingly for the abolition of the unjust and discriminatory excise taxes now placed on the sale of merchandise in a few lines of industry, and work only for those taxes that will affect each and every industry to the same extent without discrimination of any kind.

It is not an easy thing for the jeweler to find out the attitude on the tax question held by the prospective candidate who will seek his vote in November, but
the Indiana Retail Jewelers’ Association has shown the way in which this can be done. We, therefore, urge the officers of every State organization in our trade, to follow in the foot-steps of the Indiana body and get this information for the benefit of the jewelers whom they represent. Indiana has shown the way, it is up to the other States to follow and do likewise.

Ways to Encourage A LETTER from a subscriber who is a prominent member of Jewelry by Men of the trade in San Francisco, commenting on an article "Why the Wearing of Men’s Jewelry Should Be Encouraged," published in the issue of July 19, asks the pointed question: Why do not the dealers in jewelry encourage it by wearing good jewelry themselves and having their clerks also wear good jewelry?

The writer points out that members of the trade should foster this movement by giving Christmas presents of jewelry to their clerks instead of other things and encourage this practice among business men. Whether this correspondent is right in saying that the majority of jewelers, wholesale and retail, do not wear good jewelry themselves, is a question, but there is no doubt that he is right to the extent of saying that many jewelers do not do so, and do not practice what they preach when they advise other business men to wear good jewelry and look prosperous. He also makes the criticism that but few jewelry stores show a large assortment of mounted diamond rings for men, or, in fact, feature men’s jewelry to any extent, seemingly being content to sell an occasional gold signet ring to their male customer. Such jewelers should in no way feel surprised if their sales in men’s jewelry play no important part in their business. The jeweler cannot expect his customers to ask for things they do not see or which they think he does not carry.

There is no doubt that more jewelry could be sold to men if greater effort were made to do this, and in fact, it will always take greater effort on the part of the dealer to push men’s jewelry than that made for the other sex. Jewelry has a natural appeal for women—they seek it and they look for it. Men, as a class, on the other hand, have no predilection for jewelry and are not prone to wear it unless the suggestion is made that they do so. If the jeweler and his clerks will set the example of wearing good jewelry, if they will constantly and consistently emphasize the important part it plays in the appearance of the well-dressed man, as well as dwell on the satisfaction that comes to a man from a knowledge that his jewelry is right, they can make a sales appeal to the male sex that will produce results. On the other hand, the dealer who himself neglects to wear the proper thing in jewelry, who neither calls it to the attention of his men customers, or makes any special display to attract their eye, can have no reason to expect good sales in articles of this character.

For this reason we think the subject touched upon by our San Francisco subscriber, in his letter published in the last issue, is one worthy of a little more consideration by the trade than has been given to it in the past.
The business of M. L. Girdany, 28 W. 38th St., has been succeeded by the firm of Girdany & Rogers, Inc.

Morris Katz, diamond dealer at 71 Nassau St., returned to his office Monday, after enjoying two weeks in the Adirondacks.

Belensky & Weissman, wholesale jewelers, have moved their business from 36 Forsyth St. to larger quarters at 33 Forsyth St.

It was announced last week that the firm of Joseph De Natale & Bros., 82 Nassau St., has been changed to the De Natale Jewelry Co.

The business of the Lane-Guran Co., importers and manufacturers of watches and diamond jewelry, has been moved to Room 303 at 200 Broadway.

There are rumors throughout the trade that several manufacturing jewelers are endeavoring to locate their plants in the vicinity of from 50th to 52nd St.

The business of the Union Loan Office, Union Hill, N.J., will be conducted hereafter under the style of Herzog & Phillips, according to an announcement made last week.

Charles T. Dougherty, head of the Charles T. Dougherty Co., Inc., importers and dealers in pearls and precious stones, 7 W. 45th St., sailed for Europe yesterday (Tuesday) on the Mauretania.

M. H. Shimian, of M. H. Shimian & Co., diamond importers and manufacturing jewelers, 2 Maiden Lane, who has been in Europe on a diamond buying trip, returned last week on the Nieuw Amsterdam.

J. Aisenstein, of Aisenstein & Donchick, Inc., wholesale jewelers, 75 Canal St., left for an eight weeks' road trip, last Monday, with his assistant, Paul Schmitz. They will cover the eastern States and will make the entire trip by automobile.

Saul L. Solomon, of Saul L. Solomon & Bro., 21 Maiden Lane, is visiting the trade in Pennsylvania and is making the trip in an automobile. Mr. Solomon reports good business in the hard and soft coal regions throughout Pennsylvania.

J. Ira Seebacher, representing the Erie Watch Case Co., 108 Fulton St.; Lorraine Jewelry Mfg. Co., 114 Fulton St., and Eisenstein, Press & Zukerman, 116 Fulton St., all of this city, has opened a Chicago office in Room 322 at 29 E. Madison St. St.

A charter of incorporation was filed at Albany, N. Y., last week, by Van Exem & Co., authorizing this concern to engage in the jewelry business in this city.

The active capital is $25,000 and the incorporators are A. J. and C. B. Van Exem and St. J. Duval.

Joseph Weiss, importer and jobber of diamonds, watches, and jewelry, 309 E. 73rd St., will sail for Europe on Saturday, Aug. 19, aboard the steamship George Washington. This is Mr. Weiss's second business trip aboard, and he expects to return to this country in about two months.

According to an announcement made last week, J. Engel, brother of Mr. Engel, of Schein & Engel, 37 Maiden Lane, has engaged in business on his own account in Room 9024 at 71 Nassau St., where he will manufacture platinum mountings and do special order work for the trade.

David Charak, of the diamond importing firm of Charak & Rinder, 93 Nassau St., expects to return this week from a purchasing trip to Europe, dealing business of European manufacturers.

He will arrive on the Rotterdam, which is due here Aug. 19. Mr. Charak has been in Europe for the last nine months.

Ralph Newman, of the firm of Ralph Newman & Co., 51 Maiden Lane, returned last week on the Nieuw Amsterdam, after a six months' trip to the precious stone markets of Europe, where he has accumulated a large stock of cabibre sapphires and emeralds of all qualities and sizes.

S. E. Sweitizer, of Goldsmith, Stern & Co., is sojourning in the Adirondacks. M. M. Foster, of the same concern, will start next week on a motor camping trip through the northern part of the State. August Goldsmith has returned from a sojourn at his Summer home at Rousemount Park, Lake Placid, N. Y.

E. V. Wendell, president of the firm of Wendell & Co., 25 W. 54th St., this city, and also of Chicago and Kansas City, has returned to Chicago after spending 10 days at the local factory. In the future, Charles Wendell, who formerly devoted his time between Chicago and Kansas City, will make his headquarters in this city.

The retail jewelry business of M. Gelula & Co. at 1472 Broadway, corner 42nd St., is being disposed of at public auction. The sale of the stock began Saturday last, and is in charge of K. Bernstein and William Kupsersmith as auctioneers. Mr. Gelula's lease expires Oct. 1, and it is stated that the unusual increase in rent at which he has been offered a renewal has forced him out of business.

Involuntary bankruptcy proceedings were instituted in the United States District Court, this city, last Friday, againstAbram Burman, doing business as the Burman Import Co., beads and novelties, 47 W. 37th St. The only petitioning creditor was Benjamin Huhn, $1,500.

In an order signed last Friday by Judge Hand, Byron Clark, Jr., was appointed receiver under a bond of $1,000. The alleged assets are placed at $2,000 while the liabilities are estimated at $10,000.

Max Dorenfield, well known to the trade through his 20 years' connection with the house of Leonard Krower & Son, New Orleans, La., recently established in business for himself and is now in New York, accompanied by his wife, on a stay of two or three weeks. Mr. Dorenfield's new business is known as the Maxfield Novelty Co., importer and jobber in novelties and fancy goods. He is here on a buying trip for the purpose of selecting stock and making business arrangements and is making his headquarters at the Collingwood Hotel, 53th St. Mr. Dorenfield was among the visitors at the office of THE JEWELERS' CIRCULAR last week.

The usual hotel exhibits are to be seen this season, chief among which in the cut crystal glass line are the Ideal Cut Glass Co. of Canasta, N. Y., in Room 362, Hotel McAlpin, with F. L. Morecroft and George B. Morecroft in charge. In Room 365, Arthur L. Blackmer represents the Hunt Glass Co., of Corning, N. Y., and James P. Gordon, on the same floor, is showing ware for Jones, McDuffie & Shatter and the Gordon Glass Co. At the Imperial Hotel, C. C. Weidemann has the line of the Quaker City Cut Glass Co., showing decorated and cut crystal in Room 815. The Smith Metal Arts Co., of New York, N. Y., is showing art metal goods in Room 347.

Schedules in bankruptcy were filed in the United States District Court, this city, last Wednesday, by Jacobs & Feldhuhn, jewelers, 71 E. Broadway. These schedules list the liabilities at $11,264, which amount constitutes secured claims, $135; unsecured claims, $10,588, and notes and bills which ought to be paid by other parties thereto, $541. The assets are listed at $6,663 and consist of stock in trade, $3,997; machinery, tools, etc., $482, and debts due from open accounts, $2,183. Among the largest unsecured creditors are: Aisenstein & Worrinock & Son, $248; Deal Watch Case Co., $227; Hanin Bros., $305; Ideal Watch Case Co., 142; L. Heller & Son, $473; D. A. Marchand, $156; Omega Watch Co., $479; Preston Bros., $685; A. Suderow, $195; Michael Satinick, $152; H. Freedman, $478; Fine, $1,114; Jacob Benenson, $500; Benjamin Robonowitz, $500; R. Burke, $500; Dr. Samuel Fine, $1,500, and Benjamin Feldhuhn, $1,500.

An interesting caller at the offices of THE JEWELERS' CIRCULAR last Monday was John S. Rubin, formerly with Castellberg's, Washington, D. C., and Baltimore, Md., who returned from Europe last Sunday on the Adriatic, which suffered an explosion last Friday morning while out at sea. As told in all the newspapers, the explosion occurred in one of the coal bunkers in the front of the boat and caused five deaths among the crew.

Mr. Rubin stated that all day Thursday the sea was unusually calm and during the night the heat was so intense that sleeping was difficult. About 1:30 a. m. Friday,
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Mr. Rubin stated, there was an explosion in the prow of the boat, but strangers to say only about 100 passengers of the 1,000 on board were aware of the accident. As the result of the explosion, one of the crew was blown overboard and never found, two other men went to the shore in a lifeboat and a few hours later two other members of the crew passed away. There was no excitement on board, according to Mr. Rubin, and it was not until the next day that the majority of the passengers were aware of the fact that an explosion had occurred. The four men who died on board as the result of the accident were buried at sea following brief services, stated Mr. Rubin, was impressed, solemn and very sad. Immediately upon docking Mr. Rubin informed his wife by telephone that he was alright. Mr. Rubin spent four months abroad, during which time he visited most of the European country. After remaining in this city for a few days he joined his wife at Bristol, Pa.

Alex Feldenheimer, of Feldenheimer & Jacob, diamonds, 170 Broadway, returned from the European diamond markets on the steamship Mauritia.

The newly formed firm of Delahay & Astor,importers of diamonds, are now settling in their new quarters in room 710 at 21 Maiden Lane. The concern has had new fixtures installed and partitions built and now have an attractive office.

A. H. Goldberg, president of the Herald Neve Co., Inc., 50 W. 17th St., has returned from a three months' trip through- out the west and is most enthusiastic about the most successful trips he has made in his long, varied career. He says the outlook for holiday business is promising.

Mr. Brann, of the Leifer-Brann Jewelry Co., is enjoying a rest in the Ozarks.

Mr. L. Truby has completed alterations at his store and now ranks with the finest in the State. The jewelry department is on the main floor, with two large display windows in the rear. The jewelry department is the optometry department, which is handsomely appointed and is equipped with the latest optometrical instruments. To the left of the optometry department is the cut glass department, which has an individual showroom of its own and is equipped with a special lighting plant. In the rear of the main floor is the mechanical department, while in the basement is the china department.

It is a far cry from the African jungles to running a jewelry store in Kansas City, Mo., but J. A. Johnson has made the leap. Mr. Johnson, who was formerly in the jewelry business at Independence, Kans., has just returned from a long trip in the African jungles, where he spent considerable time hunting the wild jungle beasts with his son, Martin Johnson. Martin was formerly associated with Jack London and has made a name for himself in the famous Snark. Martin Johnson learned the jewelry trade under his father, but broke away from the business and has since spent most of his time making movie thrillers in Jungleland.

An Italian tailor, who recently purchased a ring from W. J. Himman, Onedia, N. Y., and who paid $20 on account, has disappeared. The man was to pay the balance the following week, but has not been heard of since. The ring bore the scratch mark 126/30.

Independence, Kans.

Mr. Burress, who has been traveling in northeast Nebraska and South Dakota, and who paid $20 on account, has disappeared. The man was to pay the balance the following week, but has not been heard of since. The ring bore the scratch mark 126/30.

Newark, Aug. 7, in Washington Cemetery. Deceased leaves a widow and two sons.

So-called fittings for women's handbags, composed of metal, were the subject of an interesting decision made public at New York by the Board of United States General Appraisers during the past week. These fittings, including metal scent bottles, spring-hinged metal boxes, lined with dark blue velvet; metal hairpin cases and metal-backed brushes, fitting compactly one into the other, were classified by the customs appraising officers as metal articles, designed to be worn on apparel or carried on or about or attached to the person, valued above 20 cents per dozen pieces, under Par. 356, Tariff Act of 1913. Duty was levied thereon at the rate of 60 per cent. ad valorem. The protests, Levy & Merzbach, of this city, claimed in their protest that the articles should have been classified as manufactures of metal, with duty at the rate of but 50 per cent. ad valorem, under Par. 167, Tariff Act of 1913. After reviewing the evidence submitted in support of the protest, Judge Brown writes: "We are without any evidence as to the character of the metal of which these articles are composed, or whether they are silver or gold plated. From a mere ocular examination thereof they would seem to be either silver or gold plated. We, therefore, hold them properly dutiable at 25 per cent. ad valorem, under paragraph 167."

George Semple last week left on a business trip for the Bates & Bacon Co.

George T. Rioux, of the Bliss Bros. Co., left last week for an extended business trip. The W. D. Wilmarth & Co. call at the farm last Tuesday, but the firemen were unable to locate any blaze at the factory.

Lawrence P. Keeler and Earle Kent, two jewelers, will play in the final in the Highland Country Club golf tournament this week.

The firms in the R. F. Simmons Co. building resumed operation last week, after being closed for the annual vacation period.

A. R. Kokes, Tekamah, Nebr., made an overland trip by automobile to visit relatives at Scotts Bluff, Nebr.

G. E. Kierstead, jeweler at Tilden, Nebr., is making a western tour in his automobile. He expects to be on the tour for about four weeks.

Albert Edholm is going to take an extensive trip in the Black Hills country, where he intends to do some casting for trout.

Oscar Homan, of the C. B. Brown Jewelry Co., Omaha, is spending a few weeks fishing and disjointing himself about the lakes of Minnesota.

E. E. Morey, jeweler at Chadron, was in Omaha last week to purchase a new automobile with which he and Mrs. Morey are now taking a trip in western Nebraska before returning home.

William Smith, formerly in the jewelry business at Huron, S. D., has fitted up a new store at Sioux Falls, where he will go into the jewelry business with complete new equipment and a new stock. The new store adjoins the Carpenter Hotel at that place.

Jake Burress, who has been traveling northeast Nebraska and South Dakota for the A. F. Smith Co., Omaha, will be associated with William Smith in the latter's new jewelry store at Sioux Falls. Arthur Darrington will take Mr. Burress' place with the A. F. Smith Co., Omaha, traveling northeast Nebraska and South Dakota, and will also look after the Omaha business for the firm.
Quality Combined with Price

THE JEWELERS’ CIRCULAR offers you the highest quality advertising at the lowest price. It offers you the greatest amount of advertising at the lowest price. It combines the two at the lowest figure. Its advertising rate is the minimum for reaching the Jewelry Trade.

The Jewelers’ Circular Rate

$7.00 per page, per thousand copies

guaranteed circulation

Whenever you buy anything for office or factory you know price depends upon quality. If you accept an article of lower quality you expect a lower price. If you are buying at a price you insist upon the best quality at that price. Under no circumstances will you consent to pay a higher price for a lower quality.

Why not buy advertising the same way? Why not buy at The Jewelers’ Circular standard rate? Why not get the best when you can get it at a lower cost than the next best?

HAVE YOU EVER FIGURED YOUR ADVERTISING ON THE PRICE PER THOUSAND BASIS?

Seven Reasons for Jewelers’ Circular Supremacy

1st —Lowest Advertising Rate
per thousand circulation

2nd—Largest Circulation
guaranteed 10,000 copies
a week

3rd—Highest Quality Circulation
all paid—at the highest subscription price

4th—Greatest Purchasing Power
practically all the rated dealers of the country

5th—Most Thoroughly Read
all the news—and first

6th—Real Dealer Influence
because of commanding trade position

7th —The Prestige of Over a Half-Century of Service

*The minimum advertising rate of $7.00 per page, per thousand circulation is based on page space being used each issue in the year. A somewhat higher price, but adjusted to the exceptionally low yearly rate, prevails for smaller space and for pages run for a shorter period.

43% more individual advertisers and nearly 3 times as many pages of advertising appear each year in The Jewelers’ Circular than in any other jewelry journal.
August 16, 1922.

THE JEWELERS' CIRCULAR

A patent has been issued to A. Bippart for a jewelry coupling.

Mr. and Mrs. Thomas Allsopp are spending the summer at Allenville, N. Y.

J. Austin Granbery, of the J. Austin Granbery Co., manufacturing jewelers, 9-11 Kirk Place, is visiting the trade in the New England States this week in the interest of his firm.

Mrs. Liana Wetzler, of 151 Lincoln Ave., has presented to the Newark Museum an eagle and vider Swiss clock, so-called because of the decorations. The clock is said to be over 100 years old. It is of mantel-piece variety and is made of brass alloy.

Incorporation papers have been filed for the Sterling Cutlery Corp., whose registered office is at 481 E. 29th St., Paterson. The authorized capital stock is $250,000. The incorporators are C. M. Doyle, Howard C. Baldwin and E. V. Evans. The company manufactures cutlery.

Carl Koez, a jewelry manufacturer whose factory is located on the second floor of 126 Mulberry St., corner Market St., has reported to the police that thieves prayed open a large safe, took all the money and jewelry and stole precious stones, raw gold and silver and a newly made silver loving cup, all valued at $800. The janitor said he closed the building at 10:30 p. m.

James W. Newton, one of the trustees for Holt’s, Inc., is notifying creditors of the Holt concern that he has filed a petition setting forth that he has received an offer from Sidney T. Holt, in the sum of $150 for the transfer, right title and interest in certain accounts receivable and for certain repair work of the bankrupt concern. On Aug. 24 at 10 A. M., in the bankruptcy court, room 201 Essex building, Clinton and Beaver Sts., the bid of Mr. Holt will be considered and all persons interested may appear at the hearing and show cause why this bid should not be accepted.

Considerable interest is being manifested in the exhibition of celluloid and celluloid products being given at the Newark Public Library. Celluloid is a Newark product and the present exhibition was prepared by the Celluloid Co., a Newark concern, and the Newark Museum. The exhibit is open each week day except Saturday from 9 A.M. to 9 P.M. On Saturdays it is open from 9 A.M. to 12 o'clock, noon. The exhibition shows how celluloid is made and some of the things made from it. The particular properties which make celluloid commercially important are also illustrated.

Robert Chapman, 174 Myrtle Ave., Jersey City, for 20 years an employee of the Ballbach Smelting & Refining Co., of this city, was stricken with heart disease just as he was about to enter the shop to begin his day's work and died a few minutes later. As he hurried through the gateway of the Bay plant on Doremus St., he greeted several other workmen. When he was stricken before reaching the entrance to the building he was rushed to the emergency hospital in the plant. All efforts to revive him were in vain. The body was taken to Muller's morgue in Lafayette St. where it was viewed later by Deputy County Physician.

Canada Notes.

George C. Laffayette, Brockville, Ont., has sold out to R. B. Drew.

A factory is being fitted up in Kingston, Ont., for Stanley & Aylward, silversmiths, who are removing from Toronto.

Fannie R. Kline, Edmonton, Alberta, carrying on business under the style of the Keystone Jewelry Co., has assigned to the Montreal Trust Co.

The death of Edward C. Jenkinson, of the firm of Benjamin & Oosten, jewelers, manufacturing jewelers, 161 Church St., Toronto, occurred suddenly on Friday, Aug. 11, in his 60th year. He was sitting at the supper table when he was stricken with heart failure, having been apparently in good health up to the time of the seizure. Mr. Jenkinson was a member of the Orange order and the Knights of Pythias and leaves a widow, son and daughter. He was well known in the trade and his sudden passing proved a severe shock to his friends.

An action brought by I. Shoot & Co., jewelers, 354 Queen St. W., Toronto, against the Travelers’ Indemnity Co., to recover $7,238 under a policy against loss by robbery was dismissed by the court on Aug. 4. Mr. Shoot claimed that in January of last year his store was entered by robbers, who threw him down the cellar stairs and ransacked the store. He held a policy in the Travelers’ Indemnity Co., for $10,000. The company was not satisfied with the findings of the special referee and refused payment and Shoot & Co. brought suit to recover the amount. Judge Lemox in dismissing the case stated that he did not believe Shoot’s story of the robbery.

The Federal Trade Commission has dismissed a complaint charging maintenance of resale prices against the Kryptok Co. and Kryptok Sales Co., of New York city, engaged in the manufacture and sale of optical lenses. The Commission reserved the right to commence another proceeding against the respondents. The complaint was brought for the same cause as that against the Beech-Nut Packing Co., in which the Supreme Court rendered its opinion rendered last January, condemning certain co-operative methods on the part of a company and its distributors in enforcing the maintenance of suggested retail prices. It did not, however, declare price maintenance in itself illegal and the Commission has announced that in view of the Court’s decision and the lapse of time since beginning the proceeding against the Kryptok Co., the complaint was ordered dismissed.

C. Glenn Sipe, who has been resting at Lake Erie at northeast, returned to Pitts- burg Monday.

C. W. Wattles, of W. W. Wattles & Sons, and the members of his family are making an automobile tour of the New England States. Mr. Wattles is recovering from the effects of a recent operation in a Pittsburgh hospital.

Mrs. Kaufmann, the wife of Theodore Kaufmann, of the Kaufmann & Baer Co., died here a few days ago, leaving her husband and one daughter. The store was closed until after the funeral. The deceased was born in New York.

C. E. Whitaker, well known to the trade in Cleveland, has accepted a road position with the Heeren Bros. Co. and will cover the Ohio territory for that house. Mr. Whitaker arrived here early this week to take up his new duties.

W. F. Hofmann, president of the Heeren Bros. Co., and Mrs. Hofmann are motorizing in the east and at last accounts were resting on the banks of the Pocono Mountains in Pennsylvania. They expect to be back in Pittsburgh about Aug. 21. A. W. Heeren, of the same firm, recently returned from a visit to the same section and was much pleased with the motor trip which he made. Mr. Hofmann made a side trip to Philadelphia before going to New York State.

W. J. Sarver, who undoubtedly is the oldest man in active harness in the Pitts-burgh district, last week celebrated the 60th anniversary of his marriage. He has been engaged in business on the North Side since the Civil War and is one of Pittsburgh’s best-known citizens on that side of the river. Mr. and Mrs. Sarver were the recipients of many congratulatory messages, and vow that they are just as happy today as the first day they were wed. The wedding anniversary was celebrated, with the couple surrounded by relatives and friends.

The Terheyden Co., Inc., last week ran a three-column advertisement in the newspaper, showing a group picture of all of the 28 employees of the house and giving a his- tory of the establishment which for more than half a century has occupied the present location. It was a unique display of Pittsburgh when the father of Mr. Ter-heyden occupied the premises upon the establishment of the concern. Mr. Terhey- den incorporated the company some years ago and gave the older employees blocks of stock for faithful service rendered.

The John M. Roberts & Son Co. says that the business of that house to date is ahead of last year and that for the first six months of the present year they went ahead every month in the matter of sales. There are 28 silver cups on exhibition in the show window of the John M. Roberts & Son Co., all bought by the Pittsburgh Press, to be given the winning teams of the various ball leagues in this section, together with the silver 150 gold-filled medals, which go to the winning players. There is so much to be given away that the Roberts house did not have sufficient room to display all of the goods to advantage. The way the exhibit was made, however, has proved a most attractive advertisement for the concern.
**2 TONS OF SILVER**

And quantities of other Precious Metals will be sold by the War Department by

SEALED BIDS Closing AUG. 29th (2 P. M.) at

VALUE Rock Island ARSENAL Illinois

The silver is cataloged as follows:

- 26,098.25 Troy oz., sheet, 92½% fine, in strips .058" thick by 24¾" wide.
- 90,970 Grains, wire, 92½% fine, .035", .044" and .045" diam. 381.5 Troy oz., scrap.
- 30,000 Troy oz., sheet, .0315" thick; silver, 90%; copper 10%.
- 1,906 Grains Platinum, in sheets.
- 31,327 Grains Gold, 14 and 24 K; wire, scrap and filings.
- Quantities of miscellaneous parts for jewelry: silver, gold and German Silver; also 44.25 Troy oz., Enamel, red, white, blue and jet black.

Bids will be accepted for any quantity of the silver and for one or more lots of the other offerings. The Government reserves the right to reject any or all bids. Get the free catalogs, which are ready now, and participate in this sale. It will pay you.

Also to be sold at the same place, by sealed bids to be opened September 1 (2 P. M.) are

- 2,608 Ibs. Alundum, No. 14 and No. 100.
- 16,400 lbs. Emery, Turkish, No. 30, 120, 140, 150, 180.
- 2,000 lbs. Pumice Stone, powdered.
- 3,900 Ibs. Ground Quartz, No. 1½.
- 5,000 lbs. Asbestos scrap.
- 40,000 ft. Raybestos lining, ¾ x 3".
- 100 Dixon's Crucibles for pit furnaces, No. 30.
- 26,709 Ibs. Rivets and thousands of gross of nuts, pins and screws.

Write now for the catalog of offerings in both sales.

**SAVAGE OFFICER**

Rock Island Arsenal Illinois

**WAR DEPARTMENT**

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**Auction of Fine Fixtures!**

The fine fixtures, safes and cash register of HOLT'S INC., JEWELERS BANKRUPTS at 178 MARKET ST., PATENS, NEW JERSEY, will be sold at Public Auction on Tuesday, Aug. 22 at 11 A. M. in separate lots. One of the finest and most expensively fitted jewelry stores in the United States. All fixtures mahogany and in as fine condition as they were installed.

- 8 Show Cases 8 feet each:
  - 1 Horseshoe case 8 feet wide
  - Wall cases, electric lighted
  - Mahogany and plate glass paneled diamond office
  - Mirror and mahogany side wall paneling
  - Glas top display tables
  - Cashiers and other desks
  - Cash carrying system
  - Lathes and motors
  - Electric sign suitable for any jeweler
  - Fine Dennison jewelry trays

Fine large burglar and fire proof safe containing two interior steel safes with SEPARATE COMBINATIONS.

- One small house safe

National Cash Register Built Especially for Jewelry Business Recording Different Departments, Electric Operation, Cost $1040 One Year Ago.

Jeweler's regulator clock.

Chronometer, etc., etc., etc., and many other things necessary for jewelers and other merchant.

Terms: 25% cash and balance payable when taken. The above fixtures may be seen any day previous to sale between 9 A. M. and 10 P. M. Positive auction! Without reserve!

Jewelers and other merchants invited. New York buyers take Erie train leaving Jersey City at 9:35 A. M.

**JAMES L. HAND, Jewelers Auctioneer**

178 Market St., Paterson, New Jersey

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**"GALALITH"**


**Globe Import Company**

31 Union Square
NEW YORK CITY

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**Good American-Made Alarm Clocks**

Each $.65

**American-Made Watches**—Each $.73

**Wake Up**

Remember we allow no one to undersell us. When ordering, please refer to our catalogue, illustrating some interesting values in war-time, phonographs, etc. Mail your order. We have no salesman to call on you. Our prices do not permit it.

**JOSEPH HAGN COMPANY**

The House of Service
Dept. 1

223-225 West Madison Street,
Chicago, Illinois, U. S. A.
Chicago Notes

E. A. Moore, of the R. F. Simmons Co., left for the Coast last week to be gone until Sept. 4.

H. D. Vognild, 1564 Milwaukee Ave., passed last week at The Dells of Wisconsin resting.

E. W. Lane, sales manager for Spies Bros., is passing a four weeks’ trip through Wisconsin with a party of friends.

S. G. Thein, Heyworth building, is making a four weeks’ trip through Illinois calling on the trade.

Gas Clements, of W. J. Meister & Co., is passing a fortnight fishing in the northern woods of Wisconsin.

Frank B. Tinker, Heyworth building, returned recently from a month’s fishing trip to northern Wisconsin.

Thomas Meyer, New York, called on the trade in Chicago last week on his way to his western territory. Howe Schafer, of the Elgin National Watch Co., is in the northern woods of Wisconsin, fishing and resting.

H. D. Seebeck, of Sykes & Strandberg, left recently on a four weeks’ business trip through the middlewest territory.

Sam Fleishman, of M. S. Fleishman & Co., returned last week from the east where he spent a couple of weeks resting.

F. W. Dean, credit manager for Despres, Bridges & Noel, is spending this week with his family at Paw Paw, Mich., resting.

George Meeham, Chicago manager of the International Silver Co., passed last week at his Summer home in Lake Geneva.

Gregory & Hubbard, auctioneers, returned last week from Platteville, Wis., where they conducted a sale for Mrs. C. H. Clifton.

W. V. Ghislin, Chicago manager for the Gorham Co., is spending a couple of weeks calling on the trade through the northwest.

George A. Kahn, representing H. Nordlinger’s Son Inc., New York, visited the trade in Chicago last week en route to the middlewest.

M. J. Yunn, of Adolph Schwob, Inc., returned last week from a two weeks’ trip through Wisconsin, where he was resting and fishing.

Alan Piner, representing E. I. Franklin & Co., and the LeStage Mfg. Co., left this week for a two weeks’ business trip through the middlewest.

Frank Hillinger, of R. J. Hillinger Co., left last Friday to join his family at Clinton, IA, where he expects to pass a couple of weeks resting.

Albert Anderson, retail jeweler, 5752 W. Chicago Ave., left last week for a much needed rest in Michigan where he expects to stay for a couple of weeks.

Henry L. Rose, of the Goldsmith Bros. Smelting & Refining Co., is passing a couple of weeks with his family at Lac Du Flambeau, Wis., fishing and resting.

Max Green, Heyworth building, accompanied by his wife, left recently for their Sumner home in Lansing, Ia., where they expect to remain for some time.

George Schwob, treasurer of Adolph Schwob, Inc., passed last week here calling on the trade and visiting with J. W. Tice, the concern’s Chicago manager.

L. Adelsdorf, treasurer of the Goldsmith Bros. Smelting & Refining Co., returned last week with his family from Manitou Springs, Colo., where he passed a month resting.

Fred Kissick, of the Sandfelder Corp., who returned recently from a four weeks’ business trip through the northwest territory, reports the outlook for Fall business very good.

Walter Scott, of Scott & Barger, accompanied by a party of friends, left last week for the northern woods of Wisconsin where he expects to remain for a couple of weeks fishing.

W. G. Swartzchild, of Swartzchild & Co., left with his wife last week for a Boy’s Camp in northern Wisconsin where they will visit with their sons who are passing the Summer there.

Gustav Linder, Oakland, Ia., accompanied by his wife, visited the markets in Chicago last week en route home after passing some time visiting at the Thousand Islands and the St. Lawrence River.

C. J. Williams, secretary of A. L. Williams & Co., returned to Chicago last week from Dallas, Tex., where he has lived for the past three years, being interested in oil wells during that time.

G. J. Jessen, Rensselaer, Ind., accompanied by his sister, Miss Clare Jessen, passed several days in Chicago last week buying goods for their new gift store which they expect to open within a few weeks.

W. C. Owen, Shop’s building, announced last week that in connection with the other lines he represents he also represents the Haeger line of art pottery, of Dundee, Ill., through the middlewest territory.

S. N. Sandfelder, of the Sandfelder Corp., is expected back this week with his wife from a month’s tour through the New England States. While east Mr. Sandfelder passed a week visiting at the factory in Attleboro.

F. E. Quinn, Chicago manager for the Homan Silver Co., returned last week from a trip through the east, where he passed several weeks visiting. En route home Mr. Quinn stopped off at Cleveland and Detroit to visit the trade.

J. G. Swartzchild, of Swartzchild & Co., accompanied by his wife and family, returned last week from a seven weeks’ pleasure trip to the Pacific Coast. They left by way of the Grand Canyon and returned by the Canadian route.

The retail jewelry business of John Mann, located at 3407 W. Chicago Ave., was sold last week to Max Lichtenstein. Mrs. Lichtenstein will take charge of the business, while Mr. Lichtenstein continues his interests in the Q. & S. Jewelry Mfg. Co.

Congratulations and best wishes went with S. P. Cohn, secretary and treasurer of A. H. Cohn and his bride when they left last week on a three weeks’ honeymoon trip to the Pacific Coast. Mrs. Cohn, formerly was Miss Lee Kusel, and the wedding took place on Thursday afternoon, at the Webster Hotel.

Hand shakes and congratulations were extended to David Kroll, of the Levy Bros. Co., last week when it became known that he was married to Miss Florence Schmetz, of Chicago, on Thursday evening, Aug. 10.

The happy couple are now “honeymooning” in northern Michigan, where they expect to remain for a week.

Fred Spies, of Spies Bros., returned from Fillied, Wis., last week when he spent several weeks fishing. Mr. Spies reports that the “muskies” were biting fine, but that the mosquito bit better. Richard F. Spies, of the same firm, is now passing a couple of weeks at one of the Lakes near Grand Rapids, Minn., fishing and resting.

M. B. Barkan, Milwaukee, Wis., spent several days in Chicago last week visiting the markets and purchasing goods for the new wholesale business he expects to open within a couple of weeks. At the present time Mr. Barkan is engaged in the retail jewelry business at 1028 Walnut St., which he expects to close out soon, and move into quarters further up town.

Kyrle E. Lookabaugh, of 4705 N. Robey St., is opening another retail jewelry and optical business at 6962 Glenwood Ave., which he will handle in connection with his business on Robey St. His brother, Ralph L. Lookabaugh, will manage the Robey St. Store and Mr. Lookabaugh will look after the new store. All the latest mahogany fixtures are being installed and when the (Continued on page 110)
Chicago Notes

(Continued from page 109)

store is completed it will be one of the finest retail stores on the north side. Mr. Lookabaugh expects to be able to open the new store about Aug. 18.

Ed. Filhom, of Benj. Allen & Co., is spending a couple of weeks at Fish Creek, Wis., fishing.

H. A. Hagen, of the Stein & Ellbogen Co., returned last week from a short business trip through Wisconsin.

J. B. Lipsker, of Goldsmith Bros., left last week on a three months' business trip through the south and middlewest territory.

A. L. Gottlieb, of Gottlieb & O'Neill, left last week on a business trip to South Dakota, where he expects to stay for a couple of weeks.

Davy Spritz, of Chas. Spritz & Sons Co., Cincinnati, O., passed through Chicago last week on his way to Green Lake, Wis., where he expects to spend a few weeks resting.

Grover Spangler, Fremont, Nebr., spent the past week in Chicago visiting the markets, while his sister, Miss Nettie Spangler, continued on to New York to look over the eastern markets.

Schnett & Trebing, Inc., dealers in jewelry at 29 E. Madison St., have been incorporated with a capital of $25,000. The incorporators are: Oscar J. Schnett, C. Edward Trebing and Edwin H. Schnett.

George W. Lossau, and F. B. Weaver, of the National Railway Time Service, who are now calling on the trade in their respective territories, report business very good. Both expect to return in about two weeks.

J. Ira Seebacher, representing the Erie Watch Case Co., 108 Fulton St., the Lorain Jewelry Mfg. Co., 114 Fulton St., and Eisenstein & Press, 116 Fulton St., New York City, has opened an office in room 702 at 29 E. Madison St., this city.

Joe Berland, of Berland & Schanein, New York, accompanied by his son Harry Berland, arrived in Chicago last week after a three weeks' business trip to visit and to deliver the sample line to Howard C. Rowntree, their Chicago manager.

Charles Hronec, who was associated with the Carl P. Kionka Co., for many years as the office manager is now engaged in the precious and semi-precious stone business for himself and is located in room 1902 Heyworth building. Mr. Hronec is very well known to the trade of this city and his friends wish him success in his new undertaking.

Wm. Drexmit, of the Keystone Watch Case Co., is expected to fully recover in time and his friends are becoming normal again. It will be hard to get completely over the shock "Bill" gave them at Westmorland on a day last week when he shot 65 gross over these difficult links and won all the prizes with one of the lowest net scores of the season.

K. F. Thomas, of the Elgin National Watch Co., accompanied by his wife, left last Wednesday for Montreal and sailed on Friday on the steamship Lapland for his old home in England, where he expects to live for a year. Upon his departure from the Elgin office a beautiful sterling silver plate was presented him by his office associates, with all their names inscribed on same.

Olsen & Ebann, whose main store and executive offices in the fourth floor of the Republic building, are calling attention to the contest which they have inaugurated between the managers of their 14 branch stores in Michigan, Wisconsin, Illinois and Indiana, in the form of a cartoon depicting a horse race. Each of the horses is numbered in the picture, and each month the firm sends out copies with the names of the branch managers numbered according to the position which they are supposed to hold in this race. This contest has stirred the branch managers to do their utmost to increase the business of the firm.


THE JEWELERS' CIRCULAR

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CINCINNATI

The Cincinnati office of the Oshby & Barton Co. is now located at 601 Carew building, 5th and Fourth streets.

Jonas Wise has disposed of his interest in Frohman & Co. to his partners, Sol Wetzstein and John Gerwin. Mr. Wise has no definite plans for the future as yet.

August Newstedt, of Cohn, Hanb & Newstedt, has motored to Chicago with his family, where they will enjoy a couple of weeks' vacation, boating and bathing in Lake Michigan.

Gas Peck, of Peck, Selmeier & Peck, has gone on a business trip through Ohio and West Virginia, but will return in time for the convention of the American National Retail Jewelers' Association. Jasper Fendel, jeweler at Middletown, O., was a visitor at the concern's office last week.

W. C. Sanders, vice-president of the Warren Watch Case Co., Dayton, Ky., has been elected vice-president of the Fort Thomas (Ky.) Bank. Harry M. Stegeman, treasurer of the company, has been elected a director of the bank.

Miss Mary Lea, assistant to C. E. Richter, of Richter & Phillips, has gone to Atlantic City, where Jacob Herdtner, the firm's auditor, has just returned from a pleasure trip to Michigan. Harvey Phillips, vice-president of the company, is preparing to motor with his family to Muskegon Lake, Mich.

Members of the Cincinnati Wholesale & Manufacturing Jewelers' Association will meet at the Ohio Boat Club, Aug. 18, for the regular monthly dinner and to discuss entertainment features for the convention, along with those already devised by the committees of the various local associations.

The Hahn-Jacobson Co., wholesale jewelers, for many years located in the Livingston building, 7th and Race Sts., moved during the past week into its new location in the Harrison building, 31 E. 4th St. Julius Hahn, president, said that the change was made without the slightest interruption to business.

Louis Hummel, engaged in the retail jewelry business with his father, Louis F. Hummel, in the Arcade, has been elected a director of the Mercator Club, which was recently organized by the young businessmen of this city. Mr. Hummel has also been named chairman of the membership committee.

Branches of the firm of Greenwald, Hirsch & Grift have made arrangements to entertain their friends attending the jewelers' convention at the Ryland (Ky.) Country Club. During the past week the company's salesmen came in off the road and will remain in Cincinnati until after the convention.

Attorney Val Stolz has been appointed receiver for the Dornseifer Jewelry Co., which operates two retail stores in this city. Suit to have the receiver appointed was filed by Louis E. Dornseifer. The receiver was appointed by Judge Edward T. Dixon, of the Hamilton County Common Pleas Court. Mr. Dornseifer says he is owner of one of the stores and that the other is owned by a partnership, which includes himself and John H. and Lilian Trahm. Both stores have been operating at a loss, according to the suit, and because the assets and liabilities have become commingled, it is impossible to continue either of them. The combined assets are estimated at $15,000, while the amount of their liabilities has not been determined. After the receiver has closed out the business, Mr. Dornseifer seeks to have the partnership which operates the one store dissolved.

Detroit

Krawitz & Kagen have succeeded Krawitz & Wachler.

Harry Ehrlich, one of a family of jewelers, has opened a new store on Woodward Ave., below Brady St. The Davidson Jewelry Shop is another new store just opened in the same location on Woodward—only above Brady St.

The Wholesale Merchants' Bureau of the Detroit Board of Commerce, will send out more than 50,000 invitations to retail merchants, including retail jewelers in Michigan, Ohio and Indiana, to attend a Buyer's Week in Detroit during the State fair, Sept. 1 to Sept. 10.
A. A. Muenzberg, well known Milwaukee watchmaker with offices in the Matthews building, is reported seriously ill at his home.

Henry Rank, of Rank & Motteram, was chairman of the entertainment committee at the Knights of Columbus picnic, Saturday, at Waukeshaw Beach, Pewaukee Lake, Wis. Jewels of Antigo, Wis., led in a move in that city for early closing. All stores in the city, as a result, now close at 4 o'clock Thursday afternoons, and Saturdays at 5:30 P.M.

John Kersting, of the E. H. Warnke Co., manufacturing jewelers and jobbers, is motoring through the Wisconsin inland lakes and parks district through to Minneapolis and St. Paul on his annual vacation.

The members of Milwaukee plan to make the Wisconsin State Fair to be held in this city a homecoming affair. Entries closed Aug. 9 and all preparations are under way for the largest fair in the state's history, which opens Aug. 29.

Mrs. Daniel Brown recently brought a clock to a jeweler at Chippewa Falls, Wis., that had run continuously for 67 years and which her husband had bought in exchange for 15 lambs. The jeweler declared that he would fix it so that it would run 67 years more.

A. P. Wilde, representatives of Schneider Bros., Burlington, Wis.; Esterberg & Sons, Waukeshaw, Wis.; H. M. Bostwick, Fort Washington, Wis.; and M. Bruhy of West Bend, Wis., were visitors to Milwaukee wholesale and manufacturing jewelers' circles this week.

C. W. Olney, a local jeweler, in behalf of his six year old son Richard, asks $25,000 by the Adjustment Committee to the creditors of the Bott-Jones Co. The Adjust-ment agreement is to be signed by 90 per cent of the creditors. This extension agreement is not to become operative until signed by 90 per cent of the creditors. The Adjustment Committee held a meeting of the creditors of the Bott-Jones Co. The Committee has agreed to act.

A meeting of the creditors of the Bott-Jones Co., Milwaukee, called by the Chicago Adjustment Committee of the National Jewelers Board of Trade, was held July 27 at the Chicago office of the National Jewelers Board of Trade. A recommendation made by the Adjustment Committee to the creditors that the Bott-Jones Co. be allowed an extension of time of payment of its indebtedness was submitted and unanimously adopted by the creditors, and the agreement was signed by the Bott-Jones Co. The Adjustment Committee is directing the creditors to advise the creditors directly the creditors to advise the creditors to take action by the creditors' meeting. William F. Juegers, who was appointed trustee, has agreed to act.

If you knew you were to die within 24 hours what would you do with your last day on earth? What would be your last wish? Your last request? This is the question asked David Goldman, prominent Milwaukee jeweler, by the imposing reporter of the Wis. News. Under Mr. Gold-
THE JEWELERS' CIRCULAR

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Vincent Huber, of George H. Fuller & Son, called on the trade last week.

Mrs. E. Piek, Chicago, passed through the city on her way to California. She spent Sunday here.

E. H. Hart, auctioneer, is conducting a sale at Vinita, Okla., at the store of the Hartman Jewelry Co.

Mr. and Mrs. F. Johnson, Pawnee, Okla., were in Kansas City recently on their way home from Rochester where Mrs. Johnson went for treatment.

W. M. Lewis, vice-president of the C. B. Norton Jewelry Co., has returned from a three weeks' automobile trip to Minnesota and other eastern points.

Dick Edwards of the Edwards, Ludwig, Fuller Jewelry Co., has returned from a trip to Colorado, where he motored with his sisters, Betsy and Lucile Edwards.

Cady L. Daniels, president and treasurer of the Cady & Olmstead Jewelry Co., has gone to Beverly Hills, Cal., to join his family. Mr. Daniels will return to the city about Sept. 1.

John Kelly, representing the clock and silverware department of the Edwards, Ludwig, Fuller Jewelry Co., has begun his Fall trip.

in the absence of G. A. Laffoon, manager of the clock and silverware department, Joe Major and Leo H. Ludwig, Jr., are in charge.

C. S. Craven, president of the Craven's Diamond Shop, is in Alexandria, Minn., on a hunting and fishing trip. He will be gone two weeks.

C. G. Bohanum, manager of the watch department of the Craven's Diamond Shop, has returned from a two weeks trip to the Ozark Mountains. Mrs. Bohanum accompanied her husband.

Mr. and Mrs. J. E. Griffiths have announced the engagement of their daughter, Lucile Belle, to Samuel E. Cutler, of Brookline, Mass. The wedding is to take place Wednesday afternoon, Aug. 16, at the Edwards home. George H. Edwards is president of the Edwards, Ludwig, Fuller Jewelry Co.

The Craven's Diamond Shop is using an advertising feature which is bringing results. In a display window in which but a few items are shown, a special jewelry number is featured beneath a magnifying glass. The number of pieces in the window at every hour of the day. The window is always attractively decorated with skillfully draped materials.


The Gate City Optical Co., of this city, held its seventh annual picnic Sunday, Aug. 6, at Dallas, Mo. Workers in the shop and office of the company, and their families, were taken to the picnic grounds in automobiles. At the amusement park about a block and a half was roped off to form a private picnic place for the optical company's outing. Nat Neusteter, president of the company, furnished the guests with ice cream, soda pop and watermelons. Pink and white felt caps for the men and badges with satin ribbon streamers for the women were given as favors to those present. Sports to please every taste were ready for the Gate City workers and their families. Some of them danced, some went swimming, some played in the baseball game of the afternoon and others entered the numerous races which were planned. The company furnished prizes for the winners in these events.

Pacific Northwest

Leo M. Dornberg, Spokane, Wash., has retired from business.

A. D. Graves has moved the jewelry stock he recently purchased to the Schatz building, Odessa, Wash.

A. Salzman, who has conducted his jewelry business temporarily at the Casey building, Roseburg, Ore., recently moved to new and permanent quarters where he has an up-to-date establishment.

A. M. Nelson, Arlington, Wash., has purchased the jewelry business of K. L. Sheets at Mount Vernon and recently took possession of the same. Associated in the venture is Bert Spooner, who was formerly connected with the jewelry business of A. J. Schwerman. Mr. and Mrs. Spooner are accompanied by their daughter are spending several months in the south, having left for that section a short time ago on an automobile trip.

The Ohio Jewelry Co., of Cleveland, O., was recently incorporated with a capital of $50,000 by J. S. Schiff and William Morrison.
THE JEWELERS' CIRCULAR

August 16, 1922

Harry Mindlin, Globe, Ariz., is spending several weeks in Los Angeles on a visit. Carl Sischo, of C. F. Siscio & Sons, is enjoying two weeks in the Yosemite.

Charles F. Gilbert, formerly of Billings, Mont., is opening a new store on 6th St., Salt Lake City.

James A. Codori, Los Angeles jewelry auctioneer, has been conducting a sale for J. H. Padgham, Santa Ana.

J. Abramson, formerly at 404 S. Broadway, is now settled in his new store in the Junior Orpheum building on S. Hill St.

M. M. Reingold, who recently moved from S. Hill St. to 525 S. Spring, has named his new store Reingold's Diamond Palace.

Feinberg, Woograft & Son, a comparatively new firm of diamond merchants, are now occupying quarters at 506 Title Guarantee building.

A sneak thief entered the Pacific Platinum Works, 229 E. 9th St., recently, and got himself with the cash drawer and a small amount of money.

E. L. Tiffany, Taft, motored to Los Angeles last week on business and also to visit his children who are spending the Summer at Long Beach.

E. A. Miller, manufacturing jeweler in the Grant building, has started for the east, intending to stop in San Francisco, Seattle and Portland, and is with his wife at Washington.

F. A. Perkins, manufacturing jeweler in the Bumiller building, has returned from an outing among the resorts north of San Francisco, including the Russian River country and Lake county.

David N. Pudlin, of the Phillips-Pudlin Co., wholesalers, is back from a three-months' trip up the Coast, going as far as the Canadian border. He was accompanied by his wife and his mother.

L. V. Cavanaugh, for 18 years with Moore & Evans, Chicago, and an old acquaintance of Paul Grimm, 325 W. 3rd St., has opened a retail store here, but is engaged in another line of business.

Mr. and Mrs. W. H. M. Freeman, 256 So. Broadway, have left for an auto trip of several days, during which they will visit Monterey. During Mr. Freeman's absence, the store is in charge of J. Helffrich, watchmaker.

W. H. Race, manager of the 1847 Rogers Bros. silver department of the International Silver Co., and A. L. Zeitung, manager of sales promotion for the same company, are expected here in a few days. This will be Mr. Race's first visit to this coast.

Emile Lidbeck, until recently doing a jewelry manufacturing business in the Douglas building, has joined forces with A. P. Wood, of the A. P. Wood Co., 711 Title Guarantee building, forming the firm of A. P. Wood & Lidbeck, doing business as the new company, jewelers and occupying offices with the Wood Co.

C. F. Weston and F. J. Mach have dissolved the firm of Weston & Mach, hereforo doing a manufacturing and diamond-setting business at 715 Title Guarantee building. Mr. Mach is now located at 601 Bumiller building, where he will continue diamond setting work exclusively. Mr. Weston remains in the Title Guarantee building, carrying on the business alone.

Paul Grimm, 325 W. 3rd St., made a week-end trip to Los Angeles, San Diego and Tijuana. He made also a number of side trips and traveled about 300 miles all together. The decorators have practically finished their work in his store and the walls and ceiling present a much-improved appearance.

Harry B. Conch, 224 W. 9th St., was robbed on the afternoon of Aug. 2. Three young men entered the store armed and unmasked, and asked to see a tray of diamond scarf pins. When a tray of such pins was placed on the counter, the young men grabbed the tray and ran. The goods stolen are valued at $1,200. No trace has yet been found of either the robbers or the jewelry.

Among the jewelers from neighboring towns who have been here recently are S. B. Clem, Redondo; Mrs. Charles Connor, Pasadena; Mrs. J. E. Hillebrand, San Fernando; Harry Adams, San Pedro; Mr. and Mrs. L. T. Holfeld, Holtville, and T. R. Canady, Huntington Beach. Mr. and Mrs. Hoblet are on a pleasure trip here and Mr. Canady was on his way home from the Yosemite.

E. Bastheim, head of the company bearing his name, was so unfortunate as to break one of his legs a few days ago while playing tennis, a sport of which he is very fond. The accident happened through his giving his ankle a sudden twist. The bone was fractured just above the ankle. After having the limb dressed at a hospital and spending one day there, he was taken home. The doctors predict that he will not be able to walk in less than 60 days.

Louis G. Sherman, formerly window dresser for S. Nordlinger & Sons, now head of the Los Angeles Window Display Co., recently met with a singular and serious accident. While bathing in the ocean at one of the nearby beaches he was struck by a heavy breaker and thrown in such a manner as to fracture one of his legs above the knee. The limb broken was one which was stiff as the result of a surgical operation some years ago. This fact made the accident an especially tragic one. Mr. Sherman is still in the hospital.

After smashing a plate glass window early one morning recently at the jewelry store of J. C. Gerde, 2420 S. Hoover St., and gathering up several hundred dollars worth of jewelry, a burglar was forced to drop his loot and run when two pedestrians reported they had seen a man reaching through a broken window of the store and disappeared before either of them could give pursuit. Louis Hohens, Holfeld, being about 25 years old, five feet 10 inches in height, and weighing about 150 pounds.

Martin E. Smith, an experienced jeweler salesman, has been added to the force of the T. J. Brown Jewelry & Refining Co., located in the same building as the firm of Oregon and Washington, making its headquarters at the company's San Francisco office, but making up its stock in Los Angeles.

C. J. Hase, recently from Watson, Nehr., and a former employee of the Bruner company's Minneapolis office, has come to California and located at Laverne, about 20 miles east of Los Angeles. He bought out Mr. Harmon, who has gone to West Virginia. Mr. Hase will install new fixtures and otherwise improve the store.

Burglars have been among jewelers here recently. The Ray Vercler Smelting & Refining Co., located in the Bumiller building on S. Broadway, suffered the heaviest loss. The burglar entered by the door just after 6:50 p. m., when the last occupant left the premises. The lock of the safe was broken by a lucky stroke with a heavy punch and thus opened. Among the loot taken were two silver bars of between 400 and 500 ounces each, two fine gold bars of between 9 and 10 ounces each, several ounces of fine gold plate, a quantity of gold plate and wire stock, considerable bullion and about $300 in money. The goods taken were worth about $5,000 and were insured, but not for their full value.

The same evening, just previous to the visit of Vercler's place, an attempt was made, undoubtedly by the same parties, to break open the safe of A. Besbeck, a manufacturing jeweler in the same building, in precisely the same manner as was Vercler's. Besbeck's safe withstood the attack, however. The loot obtained at this place was worth about $700. No trace either of the burglar or of the goods taken has been found. A detailed description of the goods has been telegraphed to practically every jeweler and refiner on the Pacific Coast.

**Business Troubles**

Carl W. Halton, Abilene, Tex., is reported to be in bankruptcy.

Henry Wellner, Gary, Ind., is also reported to be in bankruptcy.

Guy D. Jones, Gresham, Ore., has given a trust deed for the benefit of creditors.

W. A. Jackson, Lockport, Ill., has filed a voluntary bankruptcy petition at Chicago. He has assets of $1,000 and liabilities of $2,500.

Samuel Belin, Chicago, is offering creditors a settlement of 25 per cent. His liabilities are given as approximately $5,000 and his assets of about $3,000.

A voluntary petition in bankruptcy has been filed by W. A. Jackson, Lockport, Ill. According to the schedules, the liabilities amount to $2,200, and the assets about $1,500.

The Libbey Glass Mfg. Co. announces the appointment of Andrew J. Cunningham, manager of sales, of Libbey crystal products. Mr. Cunningham is nationally known in the china and glass trade, having recently been associated with James P. Gordon, representing the lines of the Jones McDuffee & Stratton Corp. for 15 years. He was transactions at the factory sales office at Toledo but will personally cover the trade in the cities of Toledo, Detroit, Cleveland and Chicago. During the week of Aug. 14 to 19 Mr. Cunningham will be at the New York office of the company in the Fifth Ave. building, where new creations of Libbeycrystal, engraved and plated (cased) crystal are on display.
Have you ever noticed particularly a cobweb when partially covered by dew and the sun’s rays striking through it throwing off its prismatic colors showing in contrast the intricate work of the spider in weaving and constructing his filmy web, a trap to ensnare the brilliant butterfly and other flying moths. This gave our designer his inspiration and culminated in our new and novel Colias design for glass ware as shown above. Why should this design not be as popular as our Daisy and Butterfly design of many years ago?

We have a full line of this pattern in Bowls, Vases, Plates, Comports, Bon Bons and other articles, artistically executed which we feel should be attractive to your customers.

The Pairpoint Corporation
Hints to the Dealer Conducting a Gift Department

It is astonishing that in this day and age, when illuminating devices of so many kinds are in demand, that Dame Fashion decrees the use of candles more than ever. Candles used principally for their decorative qualities with the consequence that manufacturers are using all kinds of material, combining one with the other, to present to the jeweler the most attractive kinds of candlesticks. Silver candlesticks have been the vogue as long as memory carries us back. Polychromes are used most extensively while brass, iron and copper have always, more or less, been prominent in the materials used by the makers.

Few classes of manufacturers have shown greater versatility in presenting holders for these old-time illuminants than the crystal glass manufacturers. Group 152 shows 16 different kinds and decorations of this class of merchandise. The candlestick, in country cottages particularly, has, as natural associate, the water bottle and tumbler. The hand or bed room candlestick is of course the one most used. Most of the designs shown here are acid etched and form most attractive ornaments for the sideboard or console table, but particularly are they desirable for the dining table where often as many as six or eight are used with artistically made and designed shades of silk or other material.

A householder never feels that she has too many candlesticks, as there are so many places in the house where they may be used as ornaments. Of those shown in the picture none are very expensive, but all show a good, substantial profit to the retailer.

The little water set can be used to great advantage, as a matron, in entertaining her guests, likes to cater to all the comforts of the visitor and the last thing she can do before saying good-night to her is to give her a bottle of iced water to use before retiring. Little suggestions like this to the customer found brousing around the store will often bring a jeweler trade he had not anticipated.

China vases are not for decorative purposes alone at this time of the year, but have a distinctly useful purpose as well. Group 153 on page 121 shows some capable of containing large bunches of flowers, which at this season are procurable in profusion by those living in the country. Nothing adds in such a charming manner to the beauty of the flowers as a well-decorated pottery container, and the artistic manner in which these are decorated enhance the artistic value of the whole effect of the floral decoration. Nothing looks poorer than to have the result of nature's efforts displayed in a poorly decorated receptacle. Those depicted in this group fill the requirements for those with aesthetic tastes and are on the color of the glass for their decorative effect still give artistic satisfaction to lovers of the artistic line and curve as expressed in glassware.

Russian Decorative Arts

Any authoritative description whatever concerning the decorative arts in Russia reads interesting these days. In that, formerly, conservative country, with its rigorous exclusive government, more especially in respect to art, ancient canons prevailed. Under the rigors of the Greek Church, with its icons and Byzantine motifs, that now tormented country was impervious to any outside influence in its minor arts. The circumstances precluded any frequent description of its arts being published in Europe, outside of some information concerning the wonderful collections of royalty within the possibilities of almost anyone's pocketbook.

Again reverting to glass, Group 154, on page 121, shows some well conceived shapes and designs of items that are really good merchandise for the jeweler to stock. Gold encrusted decoration makes a handsome appearance while the glass itself may be had in jet black, turquoise blue or opaque white as well as with an iridescent effect. The items comprise a lily bowl and one that may be used as a rose bowl and two vases for long stem flowers. The bowl at the extreme right of the three can be used as a salad bowl, fruit bowl and in smaller size as a mayonnaise bowl. If the shapes alone without further ornamentation appeal to one they may be had without decoration, in which case the cost is considerably less.

While not so ornate those depending alone...
Chaste simplicity of pattern, pristine loveliness, silver sheen flecked with rainbow-fire—that is the fascination of the "Radiant," a new crystal creation by Libbey.

There is about this pattern a perfection of design which clearly lifts it above the level of what may be termed "just glass." The "Radiant" is one of those rare designs developed only through years of artistic expression in crystal; Libbey Crystal-craft dating back to 1818.

We are now considering the placing of exclusive sales rights of the "Radiant" with certain progressive dealers. Display cards and booklets accompany the "Radiant" pattern without additional cost.

Dealers who write first about this new pattern must be given first consideration in placing it. There is no obligation in writing us. Your inquiry will be an indication of your progressive spirit and will be answered promptly.

THE LIBBEY GLASS MANUFACTURING COMPANY, TOLEDO, OHIO

Pacific States Representative: Himmelstein Bros., 718 Mission Street, San Francisco, Cal.
New York Salesroom: 200 Fifth Avenue - Mr. K. P. Lockett in charge

LIBBEY Crystal

The World's Best
Since 1818
American Cut Crystal and the Period Note
Superiority in Designing and Brilliance in Execution Give Our Craftsmen World Supremacy
By Henry Fitzgerald in Arts & Decoration

Coincident with the history and development of North America is the history of glass. What, for instance, could better typify the growth of this country than the gigantic forward stride of the glass industry, from its tentative beginnings in the form of patriotic bottles, flasks and "cup-plates," to the scintillating marvels of elaborate workmanship produced by the leading American cut crystal manufacturers of today? The glass fabrications of the United States are world-famous, unequalled for purity and color of metal, for depth and richness of cut design, surpassing in mechanical and artistic qualities the best wares of a similar nature produced in other countries.

The predominance of American craftsmen in this field may be attributed in part to the fact that this country produces by far the finest ingredients for the manufacture of the metal. Nowhere else, for example, can there be found silica sand of equal quality. American technical skill and efficiency of processes finally contribute to the production of pieces of unrivaled brilliancy and grace.

The American ideal of beauty in glassware may be summed up in a few words. First, crystal clearness and brilliance; next, weight; next, depth and sharpness of cutting—beauty of design, of course, being taken for granted. Perfection of intaglio cutting may safely be regarded as the sign manual of the best in American cut crystal production.

A matter for congratulation in modern American cut crystal ware is a marked advance toward grace of form from the rather squat shapes characterizing even the best work of contemporary European glass cutters. For, a persistent tendency to sacrifice beauty of outline to perfection of technique has long been evident in the handicraft of foreign workers in decorated glass. Although considerable improvement has latterly been made in this direction, this tendency still persists, the European craftsman being inherently slow to break with tradition.

It would seem that in order for the glass to take the cut to the depth favored, for example, by many prominent English producers of cut crystal, the "blanks" provided for the cutters have to be thick and cumbersome. The results, however brilliant in decorative execution, must necessarily fall far short of the American ideal.

The American glass worker has successfully surmounted all those difficulties, real or imagined, which appear to hamper the progress of his foreign brother craftsman, executing his motif superbly on forms that are not only models of grace but are in addition admirably calculated to preserve and show off at its best the very soul of the fine metal in which he works.

The surface of much of the most highly representative engraved work is left "dull," just as it comes from the wheel. Some is polished. Generically all work of this character is termed Rock Crystal Engraving.

Between the ordinary, every-day crystal ware of commerce—much of it masquerading under the title of "cut" glass—and the high-grade product of the native masters of the art, there is a world of difference. Those at all familiar with glassware know that there is a great divergence of quality in the pieces placed upon the market.

In the first place a great quantity of so-called "cut glass" offered for sale today is not "cut" in any sense, being merely molded from the "blank," which in itself may or may not be of high-quality metal. Furthermore, much of the genuine cut glass is of inferior basic material. This latter defect can almost invariably be detected by the color of the glass. Inferior products show a distinct tint, yellow, green or brown. The most highly-prized pieces, on the contrary,
FOR over 50 years the name "FRY" has stood for the highest ideal of the glassmaker’s art, consequently the "Fry" products enjoy a national reputation. Note the above "Table Service." The simplicity of the exceedingly rich designs is a characteristic that our designers have brought out to a noticeable degree. The cut "Pershing" flower basket in the center of table is just one of the many beautiful pieces of cut Crystal that would be appreciated by every patron as a gift suggestion.

Ask for our Art Glass Folder No. 1, Fry’s Oven Glass Catalog No. 5, and our Combination Cut Crystal and Refined Etched Catalog No. 10.

H. C. FRY GLASS COMPANY, Rochester, Pa.

A Mayonnaise Bowl and Plate of Hawkes Crystal Glass

Every woman who takes pride in her table will want one!
You will have no trouble selling this dainty mayonnaise bowl and plate. Your customers will be quick to appreciate its unusual decorative value.
On your gift table, too, it will prove a valuable sales booster.

Hawkes Crystal is cheaper than silver, yet equally attractive and appropriate. And your profit, in most cases, is larger. Let us send you just a few of these mayonnaise sets as a try-out. If our judgment is right, and our years of experience should make it so, you’ll be coming back for reorders in a very short time. Of course, all orders will be filled promptly.

T. G. Hawkes & Co.
Corning, N. Y.

Cut Glass
Engraved Glass
Period Glass
Sterling Silver
Decorated Gold
Decorated Glass
Enameled Glass
Auto Vases
Deco Sets
Cigarette Boxes
Monograms
Engraved and Decorated Glass
Old English and Irish Glass
Period Glass
Odd Matchings

Inventors and Patrons of Hawkes Famous French Dressing Mixing Bottle.
rather than in the fashioning and decorative adorning of the finished piece. The bases used in the making of glass are chiefly soda, lime, potash and oxide of lead. The finer kinds of metal, which are made without lead, are known as "crown" glass. But where a glass of the highest grade is required for cutting, engraving and polishing, it is essential to employ oxide of lead in its manufacture. The resulting material is often called "flint" glass, as distinguished from the cheaper or "lime" glass. The former is heavier as well as more brilliant and may usually be recognized by its clear, bell-like tone when lightly struck.

Engraved glass differs from the "cut" variety in the design and the method by which it is executed. Here the worker breaks free from the more confining limitations of geometric patterns into the field of curved and modeled surfaces, of freely flowing ornament. Figures, flowers, fruits, whole scenes, spring into being with all the grace and precision of the ancient intaglio that cut crystal of the higher grade is rapidly attaining that measure of recognition and favor to which its fine inherent qualities so justly entitle it, and in an encouraging degree regaining the ground lost during the war when certain chemical constituents essential to its manufacture were

THE JEWELERS' CIRCULAR

August 16, 1922.

Cut crystal has long played an important role in the stage of the dinner table. This is more especially true of the stately country homes of England. Here a superb cut crystal candelabrum may often be found serving as a center piece on the table. The subdued, downward shedding light of wax candles permeates the setting with that essential, indefinable element known—faute de mieux—as "atmosphere." In many instances the entire table setting: candelabrum, candle sticks, flower vases, condiment cells and casters, are of cut crystal, producing an effect of exquisite grace and refinement.

With intelligent consideration bestowed upon the problem of lighting, cut crystal as applied to the dining-room may most effectively be made to contribute any desired degree of brilliancy to the scene. Here again the period note may be harped upon with telling effect, not only
IDEAL GIFTS

Glassware in Your Home

Our high grade Cut, Etched, Gold Encrusted, Gold Banded, Mother of Pearl and yellow Iridescent designs on rich lead blown glassware gives a distinct touch of individuality and is especially adapted to use in the refined home.

“The glass with the ring when tapped”

Beautiful Colored and Gravure Photos Sent Upon Application

United States Glass Company

General Offices and Salesrooms

So. 9th and Bingham Sts.

Pittsburgh, Pa.

New York: 1107 Broadway
E. T. W. Craig, Representative

J. A. Herpin, Representative

San Francisco: 52 Mission Street
F. M. Dunn, Representative

Boston: 59 Bedford Street
M. A. Lovell, Representative

Los Angeles: 643 South Olive Street
J. F. Stirk, Representative

Dallas: Southland Hotel Building
D. D. Otstott, Inc., Representative

Baltimore: 110 Hopkins Place
John A. Dobson Co., Representative

Chicago: 30 East Randolph Street
P. T. Renshaw, Representative

Denver: 1717 Arapahoe Street
August 16, 1922.

more urgently required in another direction.

As in so many other directions, and as
further evidence of the true renaissance of
our post-war artistic accomplishments,
American cut crystal has taken its definite
place among the foremost of our industrial
arts. We are, today, not only in the van in
the production of this particular branch of
utilitarian art, but we have outstripped the
best of the Europeans.

The old idea that America can produce
nothing truly artistic, that aesthetically we
are immature, that we are "raw" as well
as youthful, is a species of buncombe fostered
abroad but now pretty well dissipated here.

In nothing has our appreciation for the
beautiful and our ability to achieve it been
more clearly demonstrated than in our cut
crystal wares.

(Note—For the illustrations as well as
the text of the above excellent article we
are indebted to Arts and Decoration—THE
Editor.)

D. Kaplan is the successor of Thomas H.
Taylor, Harrisburg, Pa.

Russian Decorative Arts

(Continued from page 115)

and nobility. The following short summary
of Rouaix, though written near the end of
last century, has its interest; hence we give
a translation.

"The protectionism that closed the doors
of Russia from any foreign competition
forced the indigenous Russian production
and produced rapid and great results. A
profound attachment to national traditions,
intelligently conceived creations, schools and
museums of industrial arts (Moscow Muse-
um, Stroganoff School of Moscow) brought
out an art that astonished Europe since the
last exposition of Moscow [1882]. Russian
decorative art is entirely Byzantine. The
encouragement given by the government to
national industry has tended to accentuate
the continuity of this tradition. Thus the
Tsar purchased the celebrated Basilewsky
collection, all consecrated to Byzantine art,
for five and a half millions. Numerous By-
zantine artists, since the dispersion, took
refuge in the Russian town of Kief, from
which their influence quickly radiated. And
it is still to this day that the Byzantine style
triumphs in 'gemmed' diptychs and pictures
in which the garments and heads of per-
sonages are adorned with jewels. Multi-
colored cabochons and relief enamels appear
on the nimbs of metal which crown the
heads. The bindings of books of piety carry
on their boards of wood tressding of copper
with enamels. The love of colored stones
is manifest in the goldsmithing (often of
mat silver) that is a veritable jewelry,
where precious stones blend with cloisonné
and champlévé enamels. Slavonic inscrip-
tions are read all over them—such as sen-
tences in Cufic on Arabic works. Russian
jewelry, in its necklaces, its medallions, its
crosses, retains the Byzantine style; the exe-
cution finish is great. Here, again, the aim
is at a polychrome of stones. They boast
of the richness of the gold and silver em-
broideries, the lovely harmonized designs in
the Caucasian tapestries."

Considerable progress is reported by the
Jewelers' 24 Karat Club, organized a month
ago by the jewelers of northern Iowa, at
a meeting held in the Hotel Hanford, Mason
City. Officers of the new organization are:
W. H. Potts, president; Ray Snyey, secre-
tary, and Milton Bergland, publicity direc-
tor. The club plans to hold an important
meeting about the middle of this month,
which it is expected will be even more largely
attended than the last one at which H.
M. Knudson, former president of Associated
Ad Clubs of Iowa, talked to the members,

AMERICAN CUT CRYSTAL WATER-JUG AND
TUMBLER WITH STERLING SILVER FOOT-RESTS

GROUP 154—GOLDEN ENCRUSTED GLASS BOWLS AND VASES
(See text on page 115)

GROUP 153—ORNAMENTAL AND USEFUL CHINA VASES OF VARIOUS FORMS
(See text on page 115)
Betty Bead Necklaces

Suggesting a new use for "Betty Beads" to your customers.
The regular 54-inch "Betty Bead" necklace can be wound about the wrist making a beautiful ornament for the arm.
There's something about "Betty Beads" that will make your customers love them.
Perhaps it's their daintiness, or because they are beautiful.
No, it's not only these things—it's their very fitness. That's it!
The six patterns and beautiful colors are enough to harmonize with any kind of dress.
Send at once for sample order in any quantity. We make selections and immediate shipment.
Just say how many.

$86.40 Gross
Retail at $1.00 each

The genuine "Betty Beads" can be identified by this handsome metal tag attached to each strand. Accept no beads without this tag.

Betty Products Company
Hartford 39 Edwards St. Conn.
New York Office
Condit & Rattey, 9-13 Maiden Lane

DEITSCH BROS.
135 to 141 Madison Ave.
New York

Our Complete Holiday Line
Now on Display
14K Gold Mounted Men's Leather Goods
14K and Sterling Ladies' Hand Bags
Men and Women's Travelling Cases
Men and Women's Sterling Fitted Suit Cases

Tortoise Shell
Reproduced in TOILET WARE
Hand Engraved with 22 Karat Gold Decoration

Reproductions of Imitation Ivory, Amber and Tortoise Shell
Hand Decorated, Engraved and Plain
In cases or open stock

E. D. ROGERS COMPANY
37 South Wabash Ave. CHICAGO, ILL.
Mettlach Inlaid Stoneware

**THE ONLY ART POTTERY NOT IMITATED**

Is a Line of Merchandise That Includes many Articles Which Make Pleasing Gifts

New Lustre Combinations in an excellent line of Candlesticks, Jugs, Bon-Bons, Flower Bowls, etc.

Write for new catalogue showing a selected line of items particularly suitable for Jewelry and Gift Shops.

E. R. THIELER

35 and 37 West 23rd St., New York City

---

**Desirable Prize Gifts for all Sporting Events.**

Prize cups, Graceful in design, heavily Silver Plated and Gold lined.

The Shield is made of white metal which can be engraved as easily as Sterling Silver. The Handles are of a hard metal guaranteed not to bend or break.

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Prices subject to Jewelers’ Circular List

For samples send to our office and factory, 610-618 Broadway, New York.
Originality and New Ideas of Art Craft Products are the Jewelers' Profit Builders

That's why jewelers are cashing in big profits with enormous turnovers in handling our distinctive line of Old Dutch Silver Reproductions. The Cake Basket as illustrated is another new creation of original design and represents the best that Master Craftsmen can produce for quality. It is priced reasonably for record sales.

Send in the coupon below for free inspection of this wonderful Cake Basket at our expense.

ART-CRAFT PRODUCTS CO., 3292 Sheffield Ave., Chicago, Ill.

Gentlemen: Please send us, transportation charges prepaid, sample of your new Cake Basket with a view to our placing an order if found satisfactory in quality, workmanship, finish and price. Will remit in due course to cover your memorandum bill or return it within ten days carefully packed.

Name..................................................
Street and No....................................
City and State..................................

Not a britannia base, but a copper base equivalent to the BEST SHEFFIELD PLATE.

Size 10½ inches
No. 2201 With Swinging Handle
No. 2202 Without Handle

The Buyers' Directory
Price, $1.00
Gold Encrusted Glass

Ideal Items for the Gift Shop and Jeweler

Every piece is carefully selected, and decorated in pure coin gold.

Send for Catalogue

George W. Murphy
Factory and Offices: Hawley, Pa.

No. 60/3385. 9 oz. Goblet

Special Sample Assortment $15.00
12 pieces retailing from $2.00 to $5.00 each.
Sizes from 7 in. to 16 inches.
Complete catalogue with first order.

Real Art Marble Works
Florentine Pressed Marble Statuary
309 Bleecker St., New York, N.Y.

NOTICE
Special Display at the National Jewelers' Convention, Hotel Ritzton, Room G, Cincin
nati, Ohio.

WRITE FOR CIRCULAR D

No. 627—Incense Burner

Complete lines always on display at our New York Salesrooms

The WEIDLICH BROS. MFG. CO.
Factory: BRIDGEPORT, CONN. N.Y. Salesrooms: 200 FIFTH AVE.

Borghese Productions
are a natural response to the growing and insistent demand for suitable objects artistically worthy of being incorporated into the decorative schemes of the best homes. The designs are rich though conservative, and the colors and finishes are appropriate.

Book-Ends
Candlesticks
Boxes
Desk Sets
Lamps
Panels
Fruit Bowls

CHARLES HALL, INC.
18 West 23rd Street, New York City
COMPARATIVE PRICES

The only way to compare prices is to compare values. The true value of a watch is its actual quality—the material design and workmanship that you see, and the unseen values you do not see. You do not see the skill of highly trained men, who gave something of themselves to each watch upon which they worked. You do not see the genius of many great inventors who designed and perfected marvelous automatic machines that make with a skill and care, beyond the human hand, the details of the movement.

You would not classify the value of this manufacturer's watch with that manufacturer's watch because it happens to contain the same number of jewels. That would be inconsistent with your judgment and ability as a watchmaker. Waltham prices are based on quality only and that is the only logical and fair method of comparison. The number of jewels in movements of different manufacture may not give any indication of the actual quality. The jewels themselves cost little compared with the skill built into the time-piece. It is true that more time and care are built in making a 23 jewel movement than in making a 7 jewel movement, but it is the quality of the movement as a whole, not the number of jewels that should determine the just price. The jeweling is important only in the degree that it assists in making the watch more perfect.

Therefore, in justice to yourself as a merchant and watch expert, and to your customer, who looks to you for advice in the selection of a watch, which he may carry for a lifetime, do not judge the price of a Waltham watch with that of another make on the basis of the number of jewels. Compare it on the only true basis, that of quality, and you will agree with us that Waltham prices are low.

Quality First and Last and—an Honest Price for it.

WALTHAM

THE WORLD'S WATCH OVER TIME

Where you see this sign they sell Waltham Watches

GIFTS THAT LAST
A Simplified Accounting System

A Primer to Bookkeeping Prepared by the Business Service Committee of the National Association of Credit Men

The chairman of this committee, H. Vehlinger, was assisted by two strong committees in the work of preparation.

Foreword

Where we have buying and selling of merchandise or contracting for work that requires labor and the buying and using of materials, we have "A Business Enterprise." A merchant is one who conducts "A Business Enterprise"; more properly speaking, he is one who knows how to conduct a business enterprise; is able to tell at any time what profit, if any, the enterprise is making, and can play the business game according to its rules. Is the reader such a merchant?

Most failures and bankruptcies are due to a lack of information as to how a business is prospering or suffering. A simple bookkeeping system would supply the necessary information.

The banker, manufacturer—even the government—looks with disfavor upon a merchant who does not keep business records to equip himself with sufficient information by simply following the ideas presented in this brief story of "A Business Enterprise."

What a Merchant Should Know About His Business

The merchant should know, and not guess, that the price at which he sells an article, or the price for which he contracts to do work, will cover the—

Exact cost of the article; or the Exact cost of the material and labor used in the contract;
The proportionate part of the cost of conducting the business which the article or the contract should bear; With a little for his living; and Something besides.

He should again know, without simply estimating, whether all his sales or all his contracts at the end of any given period of time equal the first three items as above cited.

If they equal the cost as indicated, then there is no profit. If they exceed the cost, then a profit is a reality.

No merchant can be in mind and fair to his business creditors or bank, or even the business public, who cannot tell whether or not his business enterprise is making a profit.

This can only be done by keeping certain records—commonly known as Books of Account.

Without books of account, a merchant unconsciously goes on the rocks or loses the chance of making his business profitable.

Why should he wait until the time when he finds he cannot pay his bills and hasn't assets enough to meet his liabilities?

Why should he, when certain simple records would give him the information any time?

How can he tell what profits the business is making, even though he is meeting his obligations, unless he keeps certain records.

With this straight-from-the-shoulder message to all merchants not keeping records or books of accounts; and believing that they will realize the fact that present conditions will not permit a business enterprise to run without such records, it is our earnest effort to make certain recommendations in the way of a general outline of very simple and easily kept records, which we shall call "books of account."

Our great desire being to render business service and to put sound props under every business enterprise.

How Can Books of Account Tell When a Business Enterprise Is or Is Not Making a Profit?

The transactions that go to make up a day's work in any business develop either a profit or a loss. If a profit, it finds its way into capital or net worth—the net worth is increased. If a loss—the net worth is decreased.

Starting at the very beginning, then, a record of the merchant's investment in the business, his net worth or capital (as it is termed) is necessary.

We begin with assets, which term covers property or accounts of value such as are listed below and numbered consecutively from 1 to 6. The total of these assets in dollars and cents, when compared with the total amount of debts, determines whether a business enterprise is able to pay its debts and is therefore what we call solvent, or is unable to pay its debts—and is insolvent.

There should be at least $2 of assets to every dollar of debts.

Liabilities are the opposite of assets (see following items, numbered consecutively from 10 to 14) and to play the business game right, the object is to keep the liabilities less than the assets.

The greater the difference between them, the greater the investment—therefore the success of the business.

---

**ASSETS**

1. Cash on hand and in bank..............
2. Merchandise on hand..............
3. Accounts owing from customers..............
4. Furniture, fixtures, etc..............
5. Lands and buildings..............
6. All other items of value not included in above classification..............

Total assets..............

**LIABILITIES**

10. Merchandise..............
11. Borrowed money..............
12. Items of expense accumulated and unpaid..............
13. Lands and buildings (mortgage)..............
14. All other debts not included in above classification..............

Total liabilities..............

Net worth capital or investment..............
Our Number 260 Tea Set
Highly Polished, Hand Engraved

The J. Rogers Silver Co.
Manufacturers of Popular Priced and Medium Grade of Silver-plated Hollowware
Selling to the Jobbing Trade Only
Factory and Salesroom
13-15 Laight Street, New York, N. Y.

The Bow-Knot

2430
Samples Sent Upon Request
Unassembled
One-Piece Shank

SIMSON BROS.
125 Canal St. New York

White Gold Mountings
MADE IN 18-K. BELAIS WHITE GOLD

Rings - Brooches - Scarf Pins
Lavallieres - Earrings

We also carry a complete line of solid gold jewelry in 10K and 14K yellow and green gold.

Rings, brooches, scarf pins, lavallieres, earrings, Waldemar chains and cuff buttons. Wonderful assortment of popular designs.

American Movements and American Cases also on hand in gents' and ladies'. Also Ladies' Swiss Watch Bracelets.

Write for Selection Package of Anything You May Need

Prompt attention to all special orders

Henry Davidson
51 Maiden Lane New York

FREE cuts in all emblems

SEND NO MONEY
2 GENUINE DIAMONDS 4/100 Each
Solid Gold
14kt. White
Gold Top
GENUINE
HOPE RUBY
$25.00

Send us your name and the ring will be sent for inspection.
J. 6132
BUFFALO JEWELRY MFG. CO.
"THE MAIL ORDER HOUSE"
Brisbane Building
Buffalo, N. Y.

can also be had in
HOPE BLUE SAPPHIRE
(Blue Lodge)

The above ad will appear in the K. of C. National Magazine. Will also have a similar ad in the K. of P., Moose and Mason periodicals.

J. 6132

All orders will be turned over to Retail Jewelers. Use a similar ad in your local lodge program and newspapers. Mail us your business card and a catalogue will be mailed to you. Terms January 1st.

WRITE FOR WHOLESALE PRICE
 وسيطية، ذلك السؤال الذي يجيب به اللعنة الصغرى هو: ما هو ثروة؟

في النهاية، بالإضافة إلى النسخة السابقة، ما هو النابض بالحياة في الأعمال التجارية؟

**THE JEWELERS' CIRCULAR**

August 16, 1922

**Storekeeping Department.**

So the first thing that books of account tell us is: What is invested in a business at the beginning.

The next step is to make the investment every money by the carrying on of business, whatever it may be, for the purpose of making a profit. *We can increase our net worth by adding to our income. We add to our income when we make a profit on what we sell.* So, a merchant must construct his accounts so that they will show in addition:

1. Income;
2. Expenses;
3. Net profit or net loss.

Income is what flows into the business, and the word itself suggests something that is moving and not stationary.

Opposite this is expense—the outflow of a business, and this term also suggests things that are in action and not stationary.

To arrive at the net profit or the net loss, it is absolutely necessary to record every transaction; so, we will group the classes of income and group the classes of expense.

**INCOME**

20. Profit on sales
21. Profit on contracts
22. Interest on bank balances
23. Discount on merchandise purchased
24. Items of income not above classified

**EXPENSES**

30. Interest on borrowed money
31. Wages paid (not charged on contracts)
32. Allowance to merchant for his service (at fair rate)
33. Insurance on merchandise fixtures, etc.
34. Interest on borrowed money
35. Delivery expenses
36. Taxes of all kinds
37. Fuel and light
38. Charity
39. Bad accounts
40. General expenses not included in above

Total expenses.

When deducted from total income gives

Net profit, or net income.

This net income, to the penny, will be reflected in assets and liabilities. Every penny of profit will either increase the assets or decrease the liabilities. Every penny of loss will either decrease the assets or increase the liabilities, thereby decreasing the net worth.

Any business, no matter in what line of effort or what is the size of its capital, is subject to this principle.

Having explained—how books of account given names divided into four classifications (assets, liabilities, income, expenses), indicate whether a business is making a profit or a loss, we will now endeavor to give the principles that can offer some idea of how books of account (of a very simple kind), can be secured by a merchant and kept so he can tell accurately, with the least possible effort, what are the income and expenses, the assets and liabilities, the profit or loss of his business enterprise.

**The Books of Account**

Having reached in our development of the bookkeeping process—or rather the of the books of account that are needed in connection with a man’s business, the kind of facts to record as to what happens from day to day, month to month, or year to year—we will say:

**In Illustration**

When the merchant buys merchandise and it is delivered to him, he charges it to the asset section of the ledger, as the market value, if the market is less than the price paid, is entered on the ledger sheet (see Fig. "B").

This figure, when obtained, is entered on the left side, or debit side of the ledger sheet (see Fig. "B"), and placed under the asset section of the ledger.

The capital investment is to be determined as outlined.

**CASH ON HAND AND IN BANK**

(Account No. 1)

This figure, when obtained, is entered on the left side, or debit side of the ledger sheet (see Fig. "B"), and placed under the asset section of the ledger.

**MERCHANDISE ON HAND**

(Account No. 2)

Take inventory of the stock on hand, that is, by putting down each item of stock on a sheet at its cost price, if that cost price is at or below the figure at which the article can be duplicated; or at its exact market value, if the market is less than the price that was originally paid. After taking down all the items of merchandise, then the total is entered on a ledger sheet on the left or debit side, and placed in the asset section of the book.

**ACCOUNTS OWING FROM CUSTOMERS**

(Account No. 3)

Each customer's account is by name entered on a separate sheet, and the amount owing and collectible from each placed on the left, or debit side, and placed under the asset section of the ledger.

(To be continued.)
Genuine Stone Necklaces

CRYSTAL
ONYX
TOPAZ
LAPIS
AMETHYST
RED CORAL STRINGS
JADE
AMAZONITE
AMBER

AVENTURINE
CHRYSOPRASE
CORNELIAN
AVENTURINE
CHRYSOPRASE
AMBER

Also Pink, White, and White with Pink
A Full Line of Drops and Hoops for Earrings
Write now for Memorandum Package

302 BROADWAY GIUSEPPE D'ELIA NEW YORK

Indestructible
Geneva
French Pearls

Regardless of price a perfect pearl, perfect in every particular. A pearl necklace which will appeal to the most discriminating buyer.

This house has a fixed policy to handle perfectly matched artificial pearls.

The assortment varies from $2.25 to $75.00 the necklace

Sample order sent on request.

GENEVA PEARL CO.
87 Nassau St. New York

KEITH-LANDIS
Electric Clock

Ask for our Insured Dealer Plan
KEITH-LANDIS CORPORATION
337 West Madison Street - Chicago

MAZUZA AVOID INFRINGEMENTS

Zionist Emblem 14K Gold $2.00
Engine Turned 14K Gold $2.00
Hand Engraved 14K Gold $2.00
Plain 14K Yellow Gold $1.50

Made by LIEBERFREUND BROS., Manufacturing Jewelers
Originals and Patentees of the Mazuza Charm.

THE BUYERS' DIRECTORY
Price $1.00
The Jewelers' Circular, 11 John St., New York

DEPENDABLY SERVING
THE GREAT SOUTHWEST TERRITORY

JEWELRY, WATCHES
DIAMONDS
SILVERWARE
CLOCKS, TOOLS

WHOLESALE
EDWARDS-LUDWIG-FULLER JEWELRY CO.
KANSAS CITY, MISSOURI

THE RED BOOK 19 22
BROCK & CO., Los Angeles, Cal., recently opened their attractive new establishment consisting of a four-story building at 515 W. 7th St. Two days were devoted to the opening. An informal reception was held from two to five in the afternoon and from 10 in the morning to five the next day, when the entire personnel received visitors and conducted them through the store. Music was furnished by a well-known quintet and organ. The new building marks an important step in the growth of one of the most substantial concerns in the city of Los Angeles.

The business was started about 20 years ago in unpretentious quarters at the corner of Fourth and Broadway. Four years later the growth of the business demanded greater space and the firm moved to 441 S. Broadway where it remained for 15 years. The concern has built up a great deal of prestige and bears a reputation not only for high-class retailing but for the modern designing and manufacturing of artistic jewelry. The establishment is of terra-cotta of a light pink hue. The main store which occupies the ground floor is equipped with fixtures and decorations which rank among the finest on the Coast.

Looking to the future, Brock & Co. have provided a foundation for a building of limited height. The design of the exterior does not entirely reflect any architectural period or style, although it strongly suggests the Baroque. The effort of the architects was to create something that would be strikingly distinctive and yet in good taste, preserving architectural proportions, affording ample light and making for convenient, efficient conduct of business.

Brock & Co.'s solid bronze store front is notable, because it is the first store front of this material to be erected on the Pacific Coast.

The entrance to the store is emphasized by a marquee, the sides of which are decorated with gold mosaic panels, surrounded by a rich cresting, carrying a clock on each face, synchronized by the Western Union Telegraph Company.

The ceiling is arched and groined and decorated with relief plaster design. A sprinkler system is installed throughout the entire building. These useful devices are usually very disfiguring, but in this instance they are so worked in with the ornamental relief design that they are completely disguised.

The walls above the built-in display cases are divided into arched panels, each panel decorated with a mural painting. The paintings are inspired by the classic sculpture, stately architecture and beautiful foliage tracery of the Versailles Gardens, France. They are carried out in low, rich and exceedingly delicate color tones. The ten paintings are the most notable wall decorations in any merchandising establishment on the Pacific Coast, and rank with any similarly decorated store of any city in the world.

The tone of the ceiling is in varying shades of mulberry and of delicate blue, with a raised ornament picked out in dull gold and polychrome. General illumination

THE NEW STORE OF BROCK & CO., LOS ANGELES, CAL., UPON THE OPENING DAYS SUGGESTED A HORTICULTURAL GARDEN.
Established 1879

Fraternal Emblems, Medals and Class Pins — Fire and Police Department Badges

Made to Order Goods Our Specialty
Prompt Service—Fair Prices

Forty-one years of satisfactory service to an increasing number of customers. Our facilities for manufacturing and designing are at your service. Write for information.

Send for Sample of our New Silver Dial Tambour Line
$7.50

HALDIMAN & CO.
41-43 Maiden Lane, New York
Authorized Agents for Seth Thomas Clocks
General Line of Seth Thomas Material
Ansonia
Sessions and Gilbert Clocks
Tel. John 1353
Established 1880

SIXTY YEARS
SERVING THE JEWELRY TRADE
With FINE BALANCES AND WEIGHTS
HERMAN KOHLBUSCH
Est. 1859
41 Union Sq., New York
Send for Catalogue

ELK TEETH
Genuine (now scarce and high), Deer Teeth (small), Imitation Elk Teeth. Each labeled correctly, on Memo. Novel, unique Rings, Brooches, etc. 14 K. solid gold, garnet design, beautifully made and very taking. Made in the great "Gold Belt" of the Black Hills, So. Dakota. Sell well everywhere. Synthetic Rubies and Sapphires, Aquamarines, Garnets, Tourmalines, Topazes, Amethysts, etc., all faceted, all the leading Cabochon, cut semi-precious Stones. Wholesale—Memo to Jewelers and Manufacturers—Price List free.

L. W. Stilwell
Importer, Deadwood, So. Dakota

SPECIAL DESIGNS OF PLATINUM JEWELRY OF THE HIGHEST GRADE AND GREATEST ARTISTIC VALUE EXECUTED MOST SKILLFULLY. WE ARE IN A POSITION TO FURNISH FINE MEALERS FOR YOUR SPECIAL ORDER WORK AT LOW PRICES.

SPECIAL ORDER WORK PROMPTLY EXECUTED.

R. SCHURMAN—Expert Watchmaker
to the Trade—Prompt Service. Complicated Watches My Specialty
A. VOLK—Diamond Setting
and Millgrain Work for the Trade
Room 1112
159 N. State St., CHICAGO

ELK TEETH
The above cut shows how neatly Deer Teeth look when mounted.

AMERICAN BRIAR PIPE CO.
Manufacturers of Pipes and Smokers' Articles

PIPE REPAIRING
Repairing done in our own factory. Service and satisfaction guaranteed.

170-172 W. Randolph, CHICAGO

THE BUYERS' DIRECTORY
Price $1.00
The Jewelers' Circular, 11 John St., New York
THE JEWELERS' CIRCULAR

phones throughout the building, speaking tubes, etc.

Relation of Waste to Profit
By Allen Henry Wright

If I were in the jewelry business and did not think that I was getting from my store quite the net proceeds which any good business man has a right to expect I would begin to make a thorough survey of the conditions, not only as to the accounts which I might be carrying on my books but also as to every detail within my store or in any way connected with it.

I would study scientifically my own business and see if there were not some spots where things might be bettered to my own financial advantage. Is there, perchance, some department where time is wasted by reason of a larger force than the business demands? Or, perhaps, I will find some department, in the shop or elsewhere, in which material may be wasted, even though the quantity each day may seem of small account.

Wasted time and wasted material, or either of these commodities taken singly, means to my business wasted money, and consequently a reduction in the profits which the business might otherwise show.

If you, Mr. Jewelers, will stop to make this careful study of your business and make an effort to gain more definite information regarding the field which you are trying to serve, you may find that you have been guilty of waste yourself, in that you have wasted opportunities to extend your field at the opportune time.

If your store is not making an appreciable income on your investment it is certain that you must do one of several things. You must sell the same goods, that is, in bulk, at a better profit, or you must sell more goods at the same profit that you may now be making. If you can eliminate any possible waste of time on the part of your sales force, so that it can handle more goods and more customers during the same period of time you can still continue to make your present profits on each sale and show a general increase in your cash register receipts. If, on the other hand, you can not get any more service out of your force than at present and you feel that you are raising your selling prices you have staring you in the face the very possible, or rather probable, departure of some of your usual customers to other stores where the desired goods can be secured at a fair margin below your figures.

No man wants to see his business go over to his competitor, but it is, as it has always been, the survival of the fittest, and if you are one of those to whom this little dissertation comes home, I want to advise you to have a heart to heart talk with your sales force and place the whole matter of the relation of waste to profit before them. If there are then any individuals on your payroll who do not fall heartily in with you on the plans to better the business you and your establishment will be better off the sooner you eliminate them.

Every business man knows that, in this day and age, it is more necessary than ever before to reduce to the smallest percentage possible the overhead in its relation to the whole business and still keep things in a condition of healthy activity. Look to it carefully that waste does not enter unnecessarily into the equation and you will, in time, see the pleasing word p-r-o-f-i-t spelled in capital letters, rather than in lower case type.

Your Sales Helps Personal Appeal

If your sales people ever become jaded and lacking in pep, here's a stunt that will re-enthuse them. Have about 250 letterheads and envelopes engraved for each sales person in your store, with the sales person's name played up and with the name and address of the store in smaller type beneath. This would make each letterhead read like this:

"Miss Bertha Gans, Saleslady
The Homer Montgomery Jewelry Store,
1533 Berry St., Somewhere, Ill."

If the store desired, it could include its phone number on the letterhead, also.

The letterheads could be distributed by the store to the sales people as a present on the store's birthday, or something like that.

The sales people might then be urged to use at least four or five of the letterheads each week in writing to friends and acquaintances about particularly attractive offerings at the store. Most of the sales people would be glad to do this, as they would be so proud of the distinguished and aristocratic stationery that they would be only too anxious for excuses to use it.

In this way the store would not only be pepping up the sales force and making the sales people take more interest in the store and in their work, but would also be insuring some very effective advertising which should result in more sales. F. H. W.
Entirely New :: BEAUTIFUL and DURABLE :: First Showing

FOR displaying all your jewelry attractively and artistically there is nothing so appropriate as these individual and distinctive displays.

Being of such rare beauty and so elegant in appearance, they reflect the true quality of your merchandise to the greatest advantage.

ROY’S WINDOW DISPLAYS

FRAMES

The frames are made of wood and backed with the best grade of board stock to which easels are attached. The finish is a stippled effect, hand burnished and smudged in Sea Green with gold background; an unusually handsome contrast.

PADS

The pads are stamped out of steel, and covered with the highest quality of silk velvet in either Blue or Black colors. These pads are interchangeable and can be used with Roy’s metal trays and tray dividers for displaying regular stock in showcases.

A COMPLETE LINE FOR DISPLAYING ALL JEWELRY

SINGLE DISPLAYS

<table>
<thead>
<tr>
<th>FRAME No.</th>
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<th>DISPLAY</th>
<th>SIZE EACH</th>
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<tr>
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<td></td>
<td>Pendant</td>
<td>4 1/2 x 4</td>
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<tr>
<td>J77692</td>
<td></td>
<td>Screw Earring</td>
<td>3 1/4 x 2</td>
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<tr>
<td>J77693</td>
<td></td>
<td>Bar Pin</td>
<td>1 1/2 x 1</td>
</tr>
<tr>
<td>J77694</td>
<td></td>
<td>Charm</td>
<td>2 x 2</td>
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<td>J77695</td>
<td></td>
<td>Baby Neck</td>
<td>6 x 2</td>
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<tr>
<td>J77696</td>
<td></td>
<td>Baby Button</td>
<td>1 1/4 x 1</td>
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<tr>
<td>J77671</td>
<td></td>
<td>Emblem Pin</td>
<td>1 1/4 x 1</td>
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PADS

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<tr>
<td>J77661</td>
<td></td>
<td>Emblem Pin</td>
<td>8 x 2</td>
</tr>
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ASSORTMENT

The above illustration shows an excellent assortment of these beautiful displays we recommend for your window. Consists of 14 displays as follows: Pendant, Screw Earring, Bar Pin, Universal Watch, Ribbon Bracelet Watch, Brooch, two gang Brooch, Cuff Link, two gang Cuff Link, three single Ring, five gang Scarf Pin, and five gang Emblem Pin.

No. 77691 BLACK VELVET
No. 77692 BLUE VELVET

$15.25 Complete

A COMPLETE LINE FOR DISPLAYING ALL JEWELRY

GANG DISPLAYS

<table>
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<td>Bar Pin</td>
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BLACK VELVET

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SWARTCHILD & COMPANY

29 East Madison Street, CHICAGO

World’s Largest Watchmakers’ and Jewelers’ Supply House
H. I. A. and the Advancement of the Watch Repairing Department

(Address delivered by Albert Jones, Seattle, Wash., Representative of the Horological Institute of America, before the recent convention of the Washington Retail Jewelers' Association held at Olympia, Wash.)

In my address to you on the Horological Institute of America, I will endeavor to make known briefly—its workings and purposes, that you may have a conception of the wonderful possibilities it offers for the advancement of the watch repair department of our business. I am assuring myself that you are close students—more or less—of our trade journals and that I should not give too much detail to its foundation and formation. In the month of July, 1921, the Institute was brought into formal existence, through the untiring efforts of its venerable president, George W. Spier, Custodian of Watches, United States National Museum, at Washington, D. C.

To emphasize the solid foundation upon which we are established, it is only necessary to refer to the personnel of the executive committee; the foremost horological students of the country—some of whom are not only known nationally but internationally as well. This alone gentlemen, is enough to command our greatest confidence in the successful future of the organization.

The Purpose of the Horological Institute

In the last few years the public has had cause to appreciate the accuracy of time measurement—more especially through new inventions utilized in the late war, where practically every detail of an important event was timed to the minute, and in mechanical apparatuses connected with explosives, timed to the fraction of a second. The necessity of appreciating the accuracy of time practically every detail of an important event is the watchmaking industry.

The Institute proposes eventually to assist young men in attaining a horological education, by advanced loans payable after receiving his training and completing his technical course. It will also encourage the study of works by authors of recognized authority on horological subjects, and I predict that in the not far distant future, we will see the publication of a journal devoted to technical study, research and exploits, that will take its place in the front ranks of the valued publications of the day.

The Certification of Watchmakers

This branch of effort on the part of the Institute, alone, is worthy of its perpetual existence. I fear that we do not appreciate the great benefits that can come to the workman as well as to the employer through this form of certification.

Today we are engaged in devoting our time as workmen in one of the finest arts created by man, the manufacturing and repairing of a mechanism which has taken a foremost place in civilization, controlling every movement of industry, society and daily life, contributing in a great measure its valued use in creations of artistic beauty in the home and for personal adornment. The watchmaker of yesterday had no means of classification, whereby he could distinguish himself from the so-called tinker. If he had, our calling would not have descended to a low plane. With the standard as established by the Institute, a watchmaker may, by examination, if competent, acquire a certificate showing advancement to be such. This certificate will be accepted the world over at its full value, a credit to its possessor as well as enabling him to a just remuneration of his skill and labor.

Today the employer must classify all workmen as one, until a try-out, often at considerable loss and injury. Again, the public should and will demand some assurance as to the qualification of a watchmaker before valued timepieces are entrusted to his care for repairs. You can realize that satisfaction in a world recognized certificate, establishing confidence and respect.

Three grades of certificates are given—Jr. Watchmaker, Certified Watchmaker, Certified Horologist, which are to be obtained in successive order beginning with the lowest grade and advancing by successive examinations. These examinations consist of practical jobs, a written examination, supervised by a watchmaker serving as the applicant's selectedvoucher and approved by the Institute or its representative. This examination can be arranged to take place in his locality when a suitable supervisor may be selected.

The work when completed will, with two affidavits, be forwarded to the examining board at Washington, D. C., for markings.

To watchmakers present, I suggest that we be close students of trade journals, attend jewelers meetings for the business help, place our watch repair department on a high ethical standard, encourage horological study and certification, familiarize our watchmakers with its workings and benefits, employ highly skilled workmen, talk horology for the benefit of the trade, and acquire a certificate for your further advancement.

Get back of this movement. Give it your financial and moral support. It serves as a protection to the employer against incompetent tramp workmen, encourages an effort to study and a higher education, which we know makes for greater honesty, better citizenship, better fathers, better neighbors and better business men. —Albert Jones.
Refiners
Gold
Silver
Platinum

HANDBY & HARMAN
31 Gold St., New York City
Bridgeport, Conn.
SHIP TO EITHER PLANT

R&H
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
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" 1/6 "  " 5/6
" 1/5 "  " 4/5
" 1/4 "  " 3/4
" 1/3 "  " 2/3
" 1/2 "  " 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 HERPERS CATCH

Twenty-one years old and still the Best and Most Reliable.
"Try them and be convinced."

Made in eight sizes
(WITH OR WITHOUT KARAT STAMP)
(ALSO WITH YOUR TRADEMARK)
HERPERS BROS.
NEWARK, NEW JERSEY
ESTABLISHED 1863

Silver Anodes
Gold Anodes
Platinum
Copper

L. Lelong & Bro., Inc.
Smelters and Refiners
Halsey, Marshall and Nevada Sts.
Newark, N. J.
Modern Horological Schools

The Elgin Watchmakers' College

The new Elgin Watchmakers' College is ideally located one block from the Elgin factory, with an open space between them. The building is substantial and of fireproof construction, especially planned to house the institution.

The work rooms are light and airy, with every modern equipment. The work is divided into three parts, consisting of lectures, mechanical drawing and bench work. These are correlated with the personal direction of H. R. Playntner.

Very interesting was a student's record book, which contained all his calculations from which he made a set of mechanical drawings consisting of watch and clock wheels and pinions; all were shown with properly shaped cutters for producing them. Then came the fork and roller actions of the lever escapement in all varieties and at different stages of their actions. Then the escape wheel and pallet actions, also in different positions, and a number showed the action of the tooth across each pallet at every degree of its action. One also was of an unusual number of teeth in the wheel and the pallets escaping over them. This drawing was made to test the student's knowledge.

Then followed the cylinder escapement, showing it in action in six different positions and in elevations.

Next was seen the spring detent and pivoted detent chronometer escapements also in different stages of action. This was followed by the duplex escapements, clock escapements, stop works, complete watch and clock movement drawings. I was shown the above mentioned concrete examples of the practical work resulting from the mathematical calculations and drawings. One of these consisted of a well made spring detent chronometer escapement model; the other, a 16 size lever watch. Both of these articles showed a very high degree of workmanship and intelligent design.

I was shown the rate record of the watch, which has a steel brass compensation balance. The isochronal test shows a gain of 14 seconds in the short vibrations over the long ones, and the test in positions shows an error of only one second in six positions after one full day's run in each.

Remarkable performances like this can only be achieved through thorough knowledge of the requirements and of practical skill in execution.

All the work mentioned is included in the worked-out schedule maintained by the college which from first to last consists of progressive steps in all three departments of the school work. The student keeps on advancing from a comparatively simple piece of work to a more and more difficult one. This schedule includes every job necessary to know, beginning with a course in practical watch repairing. It begins with the examination of case and movement before the latter is removed and ends with the position timing and final time test after casing. The course for beginners is of three years' duration. There is also a watchmakers' improvement course of one year, open to workmen who have had considerable experience and who have been five years at the trade.

The high standard which the school has set for itself is shown by the Director's Prize of $1,000, which calls for the highest workmanship and the place required in a trade.

As his share 60 per cent of the proceeds. While the lectures and drafting lessons pertain to the practical bench work in hand, they progress with the work of the student so that by the time practical work is completed and the repairing of watches begins, the student acquires an elementary knowledge of watch technique and the true relations of part to part required by both theory and practice.

During the final year of the above course the apt student will have the privilege, if he desires, of constructing a "masterpiece" from his own calculations and drawings, either a high grade watch movement or an astronomical regulator. All this work will be the student's property and he is virtually working for himself.

Certain specifications are given to the student, who makes his own deductions and calculations afterwards verified by the instructor. From the deductions and calculations, the drawings are made to scale. Where parts are lost, the student is taught to make his own calculations for the lost part and step by step taught to make drawings from which a watch may be built. The drawings which the students execute will not be confined to copies of other drawings.

This training develops the reasoning faculties of the students besides giving them a greater knowledge of the functioning of the various watch actions.

Among noteworthy features is a trial course of three months for beginners to see whether they are adapted to the work. If not, the college faculty will be honest and advise the applicant not to continue.

Another unusual feature is the allowance of a rebate of five per cent from the tuition, which has a steel brass compensation balance, to the repair trade.

The Elgin National Watch Co. recently manifested its keen interest in promoting horological education in this country by contributing $1,000 to the Horological Institute of America.

Our New Horological Institute

From the Scientific American

There is a serious scarcity of watchmakers in the United States; the science of horology has been neglected, and we lack standards by which to judge efficient workmanship.

To remedy these conditions, George W. Spier of Washington, D. C., planned a new organization and persuaded the National Research Council to support the plan; the Institute is now fully organized and is functioning. It is to establish and develop a system of high-grade horological schools to provide for the voluntary certification of watchmakers in three grades, and to unite into one national body all those interested in the science of timekeeping and the advancement of watchmaking schools.

The American National Retail Jewelers' Association has passed a resolution applauding the Institute and its objects, recognizing in its founding the beginning of a new era, and pledging to it full moral and financial support.
BRADLEY, with its increased facilities, can now accommodate all who wish to take advantage of the superior opportunities afforded by this greatest of all Horological Institutions, for learning watchwork and its kindred trades, Engraving and Jewelry.

BRADLEY, by its straightforward methods of doing business and the ultimate results, has gained the foremost place in the hearts of the Jewelers in general, and for this reason if you broach the subject of which school to attend, nine times out of ten, the answer will be "BRADLEY," of course. Then join your forces with this Institution for a successful career. If you can make arrangements to enroll immediately, make the time as short as possible, as every day that you are not attending "BRADLEY" is money lost if you are really anticipating taking this course. Get one of our latest catalogues. It will interest you immensely. Address:—Bradley Horological, Peoria, Ill.

Do Your Own Refining

Get a Bigger Profit from Your Waste

There is one way to recover all the values in your scrap, filings, clippings, polishings, etc., and that is to do your own refining.

Refining the Hoke way—using Hoke instructions—is simple and economical. The instructions are easy to follow, only inexpensive equipment is required, and you will recover all of the values.

Hoke Instructions for refining are as valuable for the small shop as for the large. Used now by hundreds of jewelers and professional refiners. Send for full information. It's worth money to you.

Do you know there is a white gold that works like platinum?

ALBADOR is the new 18 Kt. Palladium White Gold, containing precious metals only and in working qualities the nearest approach to Platinum.

ALBADOR can easily be set, heads raised without difficulty, danger of chipping eliminated. Its blue tint matches diamonds perfectly.

ALBADOR contains neither nickel nor zinc, therefore can be remelted without changing its properties and can be soldered without tarnishing.

ALBADOR does not tarnish, therefore does not require stripping or pickling. can be engine turned and takes enamel beautifully.

ALBADOR Saves Tools, Labor and Time

Try it for yourself and find this out.

American Platinum Works

N. J. R. R. Ave. at Oliver St. Newark, N. J.
August 16, 1922.

THE JEWELERS' CIRCULAR

TRADE CONDITIONS

In spite of the railroad and coal miners' strikes, general business conditions in Evansville are hold-
ing their own very well and the outlook for Fall business is quite encouraging. It is the general opinion of business men that both strikes will be settled by the first of September or a little later. The wholesale and retail jewelers of Evansville and other cities in eastern Indiana, southern Illinois and western and northern Kentucky report that their business is very well, and the outlook for Fall and on Saturday, Aug. 5, held their opening to the public. On the opening day silver thimbles were given to all callers at the jewelry department of this company. This company is one of the finest to be found in the city and the main front window of the store, built apart from the other front windows, is devoted to diamond and jewelry displays. A. J. Hoffman, manager of the store, who recently returned from a trip to several countries in Europe, made large purchases of diamonds and jewelry in Holland. In addition to a stock of diamonds, the new store carries jewelry of all kinds, silverware, etc.

The latest "dope" in political circles here is that Charles A. Artes, of the Charles A. Artes Co., Inc., has been named as a candidate for superior judge of Vanderburg county and is expected to resign as district chairman several weeks ago. Mr. Durre has been an active worker in Republican politics, and is the almost unanimous choice of party workers to take the place of Mr. Durre.

William Artes, of the Charles F. Artes Co., Inc., has returned from a visit at New Harmony, Ind. F. A. Rhodes, retail jeweler, Chrisney, Ind., is arranging to attend the Spencer county fairs in Rockport, Ind., in a few days.

The date of the recent Evansville Exposition has been set for the first week in September and local jewelers will assist in making the two big strikes worth more than $300. A mussel digger named Byers, living in the lower Ohio River, near Golconda, III., found a pearl a few days ago while digging shells in the river bed that is said to be worth more than $300.

Mrs. P. D. Strong, whose husband died suddenly near several weeks ago, has decided to keep open his office and conduct his business on Upper 2nd St. Mr. Strong was one of the leading orients of the city for many years.

The dates of the Fall convocation of the Scottish Rite Masons of the Valley of Evansville, and the Fall ceremonial of Hadit Temple of Shriners in Evansville, will be set within a short time and the local retail jewelers are arranging to carry complete Scottish Rite and Shrine jewelry for these events.

T. C. Basye, leading retail jeweler at Rockport, Ind., and secretary of the Spencer County Fair Association, is expecting to be a very busy man during the week com-

The latest "dope" in political circles here is that Charles A. Artes, of the Charles A. Artes Co., Inc., has been selected as a candidate for superior judge of Vanderburg county and is expected to resign as district chairman, and Mr. Artes, who has been a prominent worker in Republican politics for many years, seems to be the almost unanimous choice of party workers to take the place of Mr. Durre.

Salt Lake City.

W. L. Lewis, of Price, has sold out to D. O. Mourer.

T. C. Evans, of the Western Optical Co., has returned from a sojourn in Idaho.

Mrs. F. L. Artes, of a local jeweler, is visiting relatives in Norway.

H. F. Upp, Washington Ave., Ogden, has returned from a trip to Yellowstone Park.

William Alexander, jeweler, 374 S. Main St., is home after a trip to Saratoga Springs.

W. H. Kidder, of the Boyd Park Co., is planning a trip to the Pacific Coast by automobile.

Fred Slack, of the Daynes Jewelry Co., is back at his desk, after resting at Lamb's Canyon, this State.

Samuel Kertz, jeweler, 352 25th St., Ogden, is planning an auto trip to the scenic spots of southern Utah.

James Erickson, of the Schubach Optical Co., has joined the staff of W. B. Rushmer, optometrist, E. 3rd South St.

It is reported that N. C. Gross, Ogden, will locate in Phoenix, Ariz., where he will purchase a jewelry business.

Samuel Kertz, jeweler, 352 25th St., Ogden, has returned from a two months' visit in the east. Mr. Stecher is a prominent jeweler of Ogden.

J. T. Rushmer, optometrist, Washington Ave., Ogden, is now comfortably located in his new quarters, the building of which he has purchased.

The Pacific Coast Branch of the Ophthalmological Society will meet in this city in September for a four-day conference, be-
ginning on the 13th.

Frank Alexander, head of the Alexander Optical Co., this city, is in ill health as the result of a recent automobile accident. It is hoped that he is now on the road to recovery.

H. B. Miller, manager here for G. G. Vooge, railroad watch inspector, with headquarters in the district at 400 W. South St., has purchased the business.

Sons of the late I. Seigel, of this city, are here from California in the interests of their father's estate. It is hoped that they will continue the business.

P. Clayson, formerly with Rudolph Chris-
tensen, of the Keith Emporium building, has set up in business for himself at Sugar House, a Salt Lake City suburb.

C. N. Fehr and J. E. Broadaus, local optometrists, won in the Kiwanis Club's wood-cutting contest held at the municipal auto camping grounds on Sunday of last week.

W. B. Usher, of the Globe Optical Co., E. 2nd South St., has gone to Venice Cal., where he will remain. Mr. James, who also left the local branch of the Globe recently.

M. E. Weiss, Barnett & Weiss, Main St. jewelers, and until recently secretary of the local jewelers' association, is suffering from a blood-poisoned hand, the result of a splinter. His condition is fortunately not serious.

Mrs. Parry, wife of Mr. Parry, Sr., partner of Parry & Parry, Ltd., manufacturing jewelers, Keith Emporium building, is home from her trip to Chicago, where she went to see her son who has just graduated from a prominent medical school of that city.

W. D. W. Zeller and wife and Wallace England and wife are on a trip to Cedar Breaks, Zion Canyon, Grand Canyon and other canyons in southern Utah. Messrs. Zeller and Wallace are members of the staff of J. S. Lewis & Co., Ogden, the former as secretary and the latter as watchmaker.

A. Smalley has been the victim of a swindler who posed as a well-to-do man in immediate need of $20 with which to spend on his automobile. He would approach some one and offer to give a $75 watch as security for the necessary $20, and imply that money was of little moment to him and that he would probably never redeem the watch. The latter part of his story proved only too true, for his watches—and several of them were left in the State—proved to be worth anywhere from $1.50 to $6.

Arthur Smalley, of Smalley Bros., jewel-
ers, 25th St., Ogden, is rejoining the Field Hospital company of which he is a member. He will be in camp a few weeks. Mr. Smalley served three and one-half years in the World War, joining a Canadian regi-
mant. His firm has taken charge of the city clock again, the clock having been tem-
porarily in the custody of the Gross Bros. The Smalley Bros. establishment was opened a month or two ago and they of-
ered a prize of $10 for a name. They re-
port receiving hundreds of suggestions as a result of this contest, and the name "The Time Den" was finally decided upon.

Pacific Coast Notes

J. K. James, jeweler of Santa Ana, Cal., has held a closing out sale.

Guy D. Jones, of Gresham, Ore., has had his affairs trusted, for the benefit of creditors, as his assets have been rated at about $6,000 and his liabilities at approximately $8,000.

Mr. and Mrs. B. Roe, with their two small sons, are visiting Mr. Roy's parents at Portland, Ore. They have arrived from New York city. E. Roy, Sr., conducts a school for instruction in watchmaking and diamond setting, etc.

Miss Anna Elizabeth Bryan was married recently, at the home of her mother, Mrs. J. T. Bryan, to Alvin Mozart Knudtson. Since the death of her father, a well-known jeweler of Rockport, Ore., Miss Bryan, though quite a young woman, suc-
cessfully ran the store. Knudtson was watchmaker and repairer in the establish-
ment.
HOW ABOUT ACIDS?

Do you know that acid will cause no end of trouble in a Watch or Clock? It will corrode the pivots and eat the metal. Are you sure that the oil you are using does not contain acids of some kind?

There is positively only one oil for Watches and Clocks ever produced which is absolutely free from acids of all kinds, and that is

FULCRUM OIL

This is a broad statement, but we can prove it.

"If you are not using Fulcrum Oils, you are not using the BEST Oils."

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

The finest Tower Clocks in the world are made by The E. Howard Clock Company of Boston. Also a very complete line of substantial and accurate clocks for the bank, office and school.

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THE E. HOWARD CLOCK CO.
373 Washington St., Boston 309 Broadway, New York
31 North State St., Chicago
Established 1842

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J. & H. BERGE
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THE BUYERS' DIRECTORY
Price $1.00
The Jewelers' Circular, 11 John St., New York

The MOE Diamond Weight Gauge and Calculator
Calculates the weight of Diamonds in the mounting
NEW PRICE $4.00
Complete with New Metric Book.
New Metric Books to use with your old Moe Gauge $1.75 each
CHARLES MOE 35 West Adams St. CHICAGO

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.
THE JEWELERS' CIRCULAR

August 16, 1922.

E. G. Morris, proprietor of the Novelty Palace, 37 Powell St., has been having auction sales.

Nolte C. Ament, of Lemon & Son, has returned from a buying trip to New York, where he was two weeks.

Mrs. Will Irion, wife of the secretary of the Kentucky Retail Jewelers' Association, is still confined to the infirmary, where she has been seriously ill.

L. G. Katzman, of the George Katzman Co., manufacturer jewelers, is on a selling trip through southern Kentucky and Tennessee. He will be gone two or three weeks.

Jewelers visiting the trade this week included: Joseph Beland, of Beland Bros., Fresno; Clarence P. Jacob, Vallejo; Mike Saier, Fresno; J. Dupen, Chico; J. I. Bedford, Elkhorn, Wis.; D. D. Rose, Elkhorn, Santa Rosa, and Carl Wright, Eureka.

Walter Hartenstein, firm member of G. F. Geiger & Son, has returned from a two weeks' automobile tour in northern Indiana. Mr. Hartenstein reports that it one of the most productive trips he has ever made, as sales exceeded by more than 1,400 miles. They spent a week at Lake George, Ind., and later visited several other northern Indiana resorts.

Edward V. Saum, coast manager of the International Silver Co., left on Aug. 4 for the Pacific northwest. He was accompanied, as far as Seattle, Wash., by Henry A. Jacobs, attorney for the members of the National Board of Trade, for the territory covered by the San Francisco office.

Nathan Bierman, who conducted a jewelry store on Market St. for many years, left on Aug. 2, the stock of the store is valued at $7,000 when he died. His widow has qualified as executrix of the estate. The future plans for the store have not been announced.

Recent callers on the trade in Louisville include the following: Frank H. Gilbert, Warrous Mfg. Co.; Mr. Frizzell, the Fairmont Hotel, New York; A. Dorchester, Chaplin & Hollister; G. C. Shinn, Hallmark Jewelers; R. A. Hunken, Allsop Co.; Samuel H. Maybaum, Maybaum Bros.; Irene H. Davis, Dominick & Huff; and F. A. Hirsch, Kapeker & Blum.

The Kentucky Retail Jewelers' Association will hold its annual convention in Cincinnati, according to an announcement by Will Irion, secretary. Fred Pieper, Coventon jeweler, will make arrangements, however, for a short business meeting to be held in a Covington hotel before the body adjourns to Cincinnati to attend the national convention. The State meeting will be held the day preceding the national convention.

The daughter-in-law and the granddaughter of Evans Beard, wealthy jeweler of Louisville, who died in 1861, have filed suit for $1,500 damages against the City of Louisville for injury and humiliation suffered because the city moved the grave markers of the family in the now abandoned Western Cemetery on Jefferson St. Evans Beard and other members of the family were buried there. Mr. Beard has ordered that the old cemetery be turned into a playground for children, removed the markers. Evans Beard, the petition recites, purchased the lot in the cemetery in 1835 and the deed was signed by John Joyes, then mayor of Louisville. The price was $30. Mr. Beard's jewelry establishment was located at Bullitt and Main Sts., and is remembered by older residents as one of the show places of the city.

All the world famous "diamonds" of all times, gathered together from the four corners of the world, including the Kohinoor, the Pasha of Egypt, the Great Mogul, the Hope, the Regent of Pitt and many others of equal note, were stolen from the Louisville Public Library in the dead of night. Some amateur, with a good eye but a mind innocent of knowledge, forced a window in the basement of the building, seized the entire collection of world-famous jewels and departed as he came. The collection was composed of 15 fine imitations which have only a museum value.

A young negro woman, using a pronounced southern accent, baby talk and the other tricks of the trade, who is reputed to be a clever diamond thief, is said to have successed in stealing a diamond scarf pin from a prominent downtown jeweler. The pin is understood to be worth about $250. The woman had called previously at several jewelry stores, asking to be shown diamond scarf pins. Her favorite price is around $200 and she has refused to look at cheaper stuff offered by some dealers. Her method, it is said, is to secrete an article while inspecting several for ostensible purchase. She flashes a roll of bills, indicating her ability to make the purchase, and says she will return when she has consulted her father and brother. She is described as being about 28 years old, five feet three inches in height, weighing 130 pounds and of chocolate color. She is a good talker and uses excellent English. She carries a black leather handbag and dresses in good taste.

Trade Gossip.

The Hoyt Silver Co., of Milford, Conn., chartered under the laws of Connecticut, has started the manufacture of the "Goe" stainless steel spoons and forks. Stainless steel has been a spectacular success in knife blades but has never been manufactured here in spoons and forks before. The "Goe" spoons and forks will not stain, rust or tarnish, and are to all practical purposes indestructible. They have a rich and pleasing appearance on the table, and their use eliminates the five per cent. Government war tax—a considerable item with hotel and restaurant men.

The Chas. S. Stift Co., Little Rock, Ark., was recently awarded the first prize of $100 in the National Window Display Contest sponsored by the Wahl Co., for windows featuring the Eversharp pencils and Wahl pens made by this concern. The Stift window portrayed an original and beautiful effect, the subject being "Graduation Day in the National Window Display Contest in Japan." The window depicted a Japanese tea garden in the center of which was a Japanese school girl. In one hand, the subject held her satchel and in the other, a pen. Cherry blossoms composed the floral part of the window and the background depicted the famous Japanese sacred mountain, Fujiyama. Every product of the Wahl Co. was shown and the lanterns, banners and transparencies used contained Eversharp, and the second prize in this contest also went to a jeweler, Henry J. Menapace, of Syracuse, N. Y.

H. J. Jones, successor to the Pepperman Jewelry Co., Lake Providence, La., is making his Fall purchases in New Orleans.

W. E. Taylor, of the W. E. Taylor Co., Inc., is enjoying a rest with Mrs. Taylor at Long Beach on the Mississippi coast, to which place they motored from the city. The W. E. Taylor Co., Inc., is making extensive alterations and improvements at its establishment, 115 Exchange Place.

Miller Bros., 832 Canal St, having found it necessary to increase their facilities, have taken a 10-year lease on the large jewelry store building at 930 Canal St. It is the intention of the firm to alter, enlarge, and so improve the new establishment as to make it one of the handsomest and most attractive jewelry stores in New Orleans.

Charles R. Owen, for the past two years or more advertising and sales manager of the White Bros. Co., the White Bros., resigned his position with that concern last week to accept a similar position with the Jacob Bennett Co., Inc., of Norfolk, Va. Mr. Owen has spent the greater part of his life in the jewelry business, specializing in the merchandising end—buying, selling and advertising. He is a native of South Dakota, and much of his experience as an expert in his line has been obtained in cities along the northwest Pacific Coast. Before his departure, Mr. Owen was the guest of the Advertising Club at a luncheon in his honor at the Monte Carlo Hotel.

At a recent meeting of the board of directors of A. B. Griswold & Co., E. L. Roane was elected president, succeeding Henry Ginder, deceased. Mr. Roane was elected secretary, and W. H. Roane, treasurer. The board of directors consists of the above named, with A. G. Palfrey and Bernard Barry added. The new management of the company, E. L. Roane, has been identified with it since 1887, having filled every position and worked his way up from office boy to chief executive of its large and rapidly growing business. For some years prior to Mr. Ginder's death, Mr. Roane, then vice-president, discharged the responsibilities of the presidency of the concern, Mr. Ginder, by reason of old age and increasing infirmities having practically retired from its management. William B. Young, secretary, has been connected with the house for over 60 years and is still active, and, like Mr. Roane, has grown up with the business. For years he has filled the position of secretary. Mr. Palfrey has also, spent a lifetime with A. B. Griswold & Co., serving both as salesman and buyer; Mr. Barry, the new director, for many years has been the designer, with a reputation of being one of the most expert in the city. W. H. Roane, treasurer, is the son of the president. Young Mr. Roane became connected with A. B. Griswold & Co. immediately after leaving school.
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