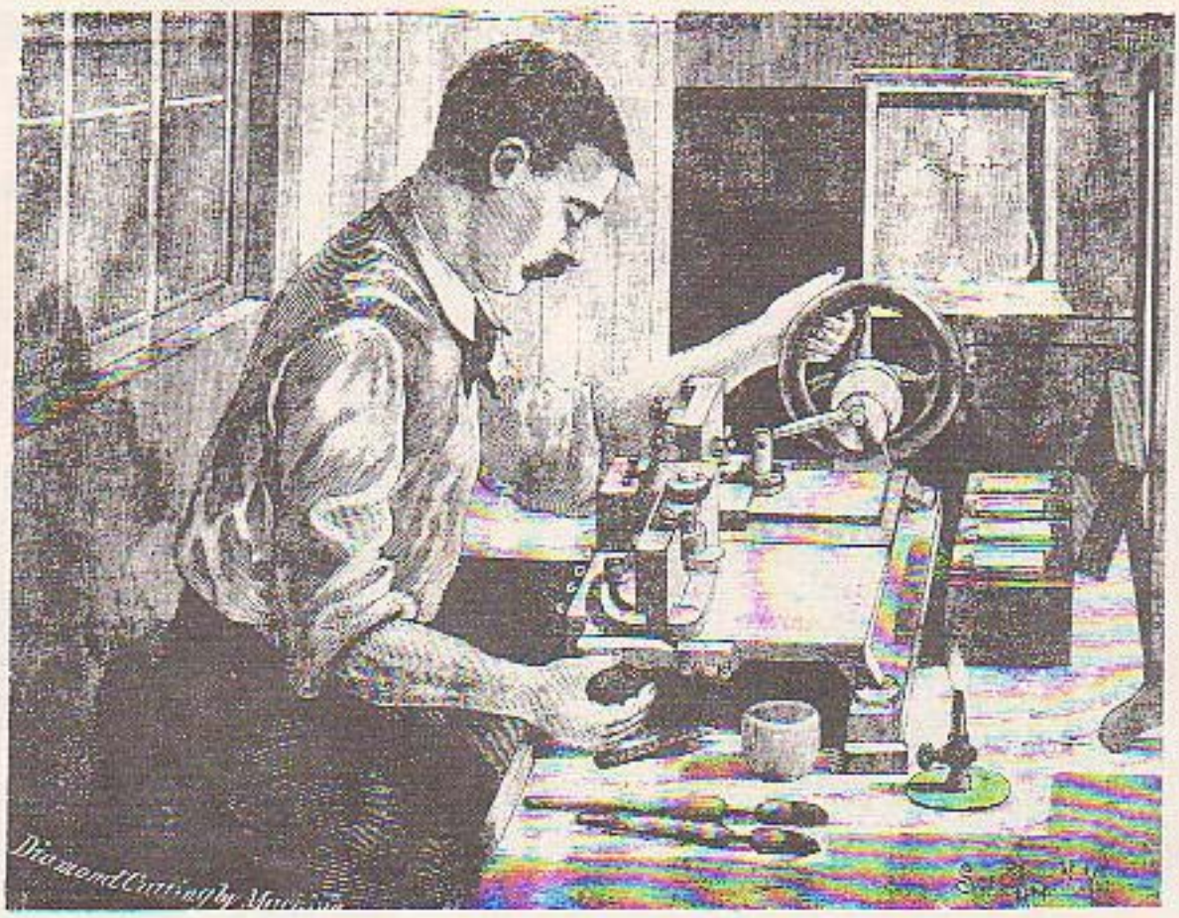
(25)

HENRY D. MORSE,
Dealer in
Diamonds and Precious Stones,
256 Washn. St. (or Summer)
Boston.

Henry D. Morse (1826-1888) was the first man to train American workers to cut diamonds. Before that, all diamond cutting had been done in Holland or in America by Dutch immigrants. Morse could be considered the father of the American diamond cutting trade. Prior to setting up his own business he took leave from his home town of Boston to learn cutting in Holland. Later, he cut in Boston with some Dutch people. Two of his co-workers were Simon and Jacob DeYoung, Mr. Sydney DeYoung's grandfather and father respectively. Mr. Morse started his business in Boston in 1861 with several Dutch workers but slowly began to train American born workers. His shop foreman for twelve years, Mr. Charles M. Field, acquired a patent in Boston on April 4, 1876, for the first diamond cutting machine in the world (shown below with Mr. Field). This machine was introduced to Europe very shortly after.



(26)

UNITED STATES
DEPARTMENT OF THE INTERIOR
GEOLOGICAL SURVEY
Geologic Division
8426 Federal Building
Salt Lake City, Utah 84111

March 9, 1970

Earle H. Barlow, Jewelers
26 West Street
Boston, Massachusetts

Dear Sirs:

For some time I have tried to locate the papers of Henry D. Morse, pioneer diamond cutter of the United States. Replies to my several inquiries to some of his family, The Bostonian Society, and to other sources indicate that your firm is the successor to the old Morse firm, possibly through the firm of Charles Foss. If so, I am hopeful you may still have some of the old ledgers, account books, or correspondence of the Morse firm. If not, is there any record of the disposition of such records, or do you have any suggestions where I can make further inquiry regarding them?

If such records are yet to be found, they could help fill a gap in the history of the founding and development of the diamond cutting industry in this country. It seems almost ironic that, in spite of Morse's pioneer work and outstanding reputation, there is practically no public record of his firm's transactions. Any assistance you can give me in finding such records will be greatly appreciated.

Sincerely yours,

Lowell S. Hilpert

Lowell S. Hilpert
Research Geologist

Dear Mr. Hilpert:

Your letter (sent to Boston)has reached me here in Florida(where I spend my winters)having retired some time ago.

In answer to your question - I do have the nearly complete records-books-dorps-gages -etc. of the Henry D. Morse Diamond Cutting Works in Roxbury, Mass. Also his Day Book and Press. There is also a picture of Mr. Morse which was in the office of Morse & Foss when I first came(from Fifth Ave.N.Y.) to work for Charles W. Foss. in 1919. I purchased his business in 1940 and retired in 1961

Mr. Morse's grandchildren(The Channing family) of Wellesley ans Sherborn, Mass. have been customers and friends for a long time(in fact most of them have passed on)(time flies).

At one time Mr. Henry M. Channing had thought that it would be suitable to try Old Strubridge Village after all it belongs here in New England.

Would you like to write me again and let me know what your plans would be regarding it and what you would do with it is of importance to me. At the present time it is stored in New England.

IN REPLY REFER TO:

UNITED STATES
DEPARTMENT OF THE INTERIOR
GEOLOGICAL SURVEY

~~FEDERAL CENTER, DENVER, COLORADO 80225~~

8426 Federal Bldg.,
Salt Lake City, Utah 84111

May 27, 1970

Mr. Earle H. Barlow
216 Normandy Avenue
P. O. Box 2085
New Smyrna Beach, Florida 32069

Dear Mr. Barlow:

Since writing you in late March I have been advised that any information you desire regarding policies on the acquisition of private collections by the Library of Congress and the Smithsonian Institution can be obtained from the following individuals:

Dr. Philip W. Bishop, Chairman
Department of Crafts and Manufactures
Museum of History and Technology
Smithsonian Institution
Washington, D. C. 20560

Dr. Roy P. Basler, Chief
Manuscript Division
Library of Congress
Washington, D. C. 20540

Some time when convenient, I would be pleased to hear from you whether the Morse materials include any business correspondence or journal entries that pertain to the 1870-72 period of his firm's operations. Also, if you could send me an inventory of the items in the collection, I might be able to give you more references on museums that might be interested in the collection.

Sincerely yours,

Lowell S. Hilpert

Lowell S. Hilpert
Research Geologist

IN REPLY REFER TO:

UNITED STATES
DEPARTMENT OF THE INTERIOR
GEOLOGICAL SURVEY

~~FEDERAL CENTER, DENVER, COLORADO 80225~~

Rocky Mountain Mineral Resources Branch
8426 Federal Building
Salt Lake City, Utah 84111

March 31, 1970

Mr. Earle H. Barlow
216 Normandy Avenue
P. O. Box 2085
New Smyrna Beach, Florida 32069

Dear Mr. Barlow:

Your letter of March 23 regarding the Henry D. Morse materials came to me as a pleasant surprise. Presumably my letter of March 9, addressed to 26 West Street, Boston, was forwarded to you.

My immediate concern is to develop an account of Morse's part in the establishment of the diamond cutting industry in the United States which I hope to include as background material for an official report on the natural occurrence of diamonds in this country. I also hope to develop information on the better known native stones, such as the Dewey diamond, which Morse cut, and possibly trace some of the information that might remain about some of the stones that were used in the notorious diamond swindle of 1872. Some of the latter were sent to Morse for cutting by Samuel L. M. Barlow (a prominent New York attorney) in early November 1871. Some had been cut prior to November 24 and the rest probably were cut before mid-December of that year. Do Morse's books identify such transactions? What is the nature of the books? Do they contain journal entries, are they account books, or do any of them contain correspondence? Are they inclusive for the life of the firm, or do they pertain to some specific periods?

Morse's materials will likely be of interest to a number of archivists, particularly in the Boston area and, possibly, at the national level. They do not seem to be items that the U. S. Geological Survey could justify acquiring, but seem to be more suitable for such institutions as the Congressional Library, the National Museum, and the Smithsonian Institution. Answers to some of my questions would help in making any specific referrals to these designated national institutions. In any event, I will be pleased to hear from you and will be glad to assist in any referrals you may desire.

Sincerely yours,

Lowell S. Hilpert

Lowell S. Hilpert
Research Geologist

Henry M. Channing • South Street • Sherborn, Massachusetts

(Natick) OLympic 3-4523
Bus. OLympic 3-0294

June 12, 1962

Earle H. Barlow, Esq.
31 West Street
Boston, Massachusetts

Dear Mr. Barlow:

It was rather nostalgic to have your formal notification of June 1 to the effect that Morse, Foss and Barlow have finally vacated the old quarters at 120 Tremont Street. It was a surprise to me to read that you had arrived at the retiring point where you have no excuse for not dropping in on me at Little Pond, where I am nearly all the time, day and night. I shall look for you.

Also, should you have any memorabilia relating to my grandfather, Henry D. Morse, I shall appreciate it, - even to the diamond cutting tools, which I would offer to a museum.

Recently, my daughter, who lives in Southampton, Long Island, saw a picture by Mr. Morse of a deer, which used to hand in our hall in Manchester. It was acquired by Mrs. Markoe who gave it to the beautiful Art Museum which she gave to the Town of Southampton.

Some time ago, I suggested to Old Sturbridge Village that they establish a memorial for the manufacture of jewelry and the work of engraving, such as was done by Henry Morse and by his father, Hazen Morse, in the early part of the last century. So far, I have heard nothing from them and am on the point of sending them an addition to my letter.

I hope that your retirement does not mean that your health has deserted you.

Very sincerely,

Hy Channing

HMC:B

Henry M. Channing · South Street · Sherborn, Massachusetts

(Natick) OLympic 3-4523
Bus. OLympic 5-0294

May 27, 1960

Mr. Earle H. Barlow
120 Tremont Street
Boston, Massachusetts

Dear Mr. Barlow:

You have been named one of the appraisers of the estate of my sister, Barbara Channing Gregg, who died recently; and the real reason for naming you was that you seemed to be the appropriate person to examine and value the ring my sister had, which contained the four diamonds cut by Mr. Morse for his wife and daughters.

I will take this ring in to you at the first opportunity.

Very truly yours,

Henry M. Channing

HMC:B

Henry M. Channing · South Street · Sherborn, Massachusetts

(Natick) OLympic 3-4323
Bus. OLympic 3-0294

June 14, 1960

Mr. Earle H. Barlow
120 Tremont Street
Boston, Massachusetts

Dear Mr. Barlow:

Many thanks for your prompt action in the appraisal of the Morse diamond ring which belonged to my sister Barbara Gregg.

Will you please ship it, insured, to my sister:

Mrs. Robert W. Rivers
200 Miramar Avenue
Santa Barbara, California

sending along receipt for her signature - form of which I enclose.

Sincerely yours,

Henry

HMC:B
Enc.

Mr. Earl H. Barbor.
120 Tremont St.
Boston,
Mass.

THE RANCH
201 GREAT PLAIN AVENUE
WELLESLEY 81, MASSACHUSETTS

WELLESLEY 0057 M

Dear Mr. Barbor.

My ring safely arrived + thanks for the repairs and also for bringing it to my sister-in-law Miss Magery Gragg, who knew nothing about my more antecedents + the jewelry interests of my grandfather + Mr. Farr.

I mean to get my ring into you every year. Once a year

years ago I fell, not hurting
my self at all, but the ring was
cut from my finger & fell
from my finger! that was
probably when the stamps were
mentioned! Now I can feel
safe to enjoy it.

Thanks you for everything.

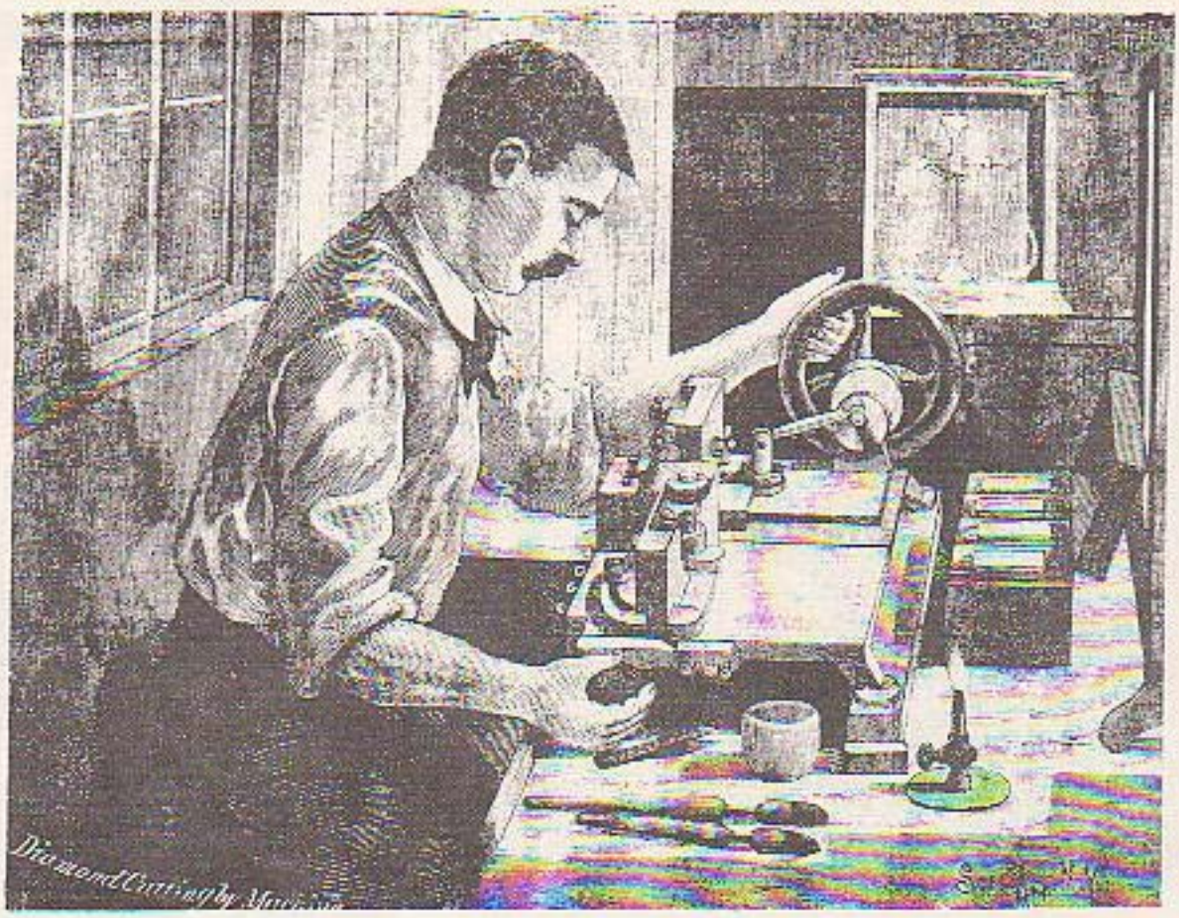
Sincerely yours
Barbara Channing Trogg.

Mon. 9th, May. 1949.

(25)

HENRY D. MORSE,
Dealer in
Diamonds and Precious Stones,
256 Washn. St. (or Summer)
Boston.

Henry D. Morse (1826-1888) was the first man to train American workers to cut diamonds. Before that, all diamond cutting had been done in Holland or in America by Dutch immigrants. Morse could be considered the father of the American diamond cutting trade. Prior to setting up his own business he took leave from his home town of Boston to learn cutting in Holland. Later, he cut in Boston with some Dutch people. Two of his co-workers were Simon and Jacob DeYoung, Mr. Sydney DeYoung's grandfather and father respectively. Mr. Morse started his business in Boston in 1861 with several Dutch workers but slowly began to train American born workers. His shop foreman for twelve years, Mr. Charles M. Field, acquired a patent in Boston on April 4, 1876, for the first diamond cutting machine in the world (shown below with Mr. Field). This machine was introduced to Europe very shortly after.



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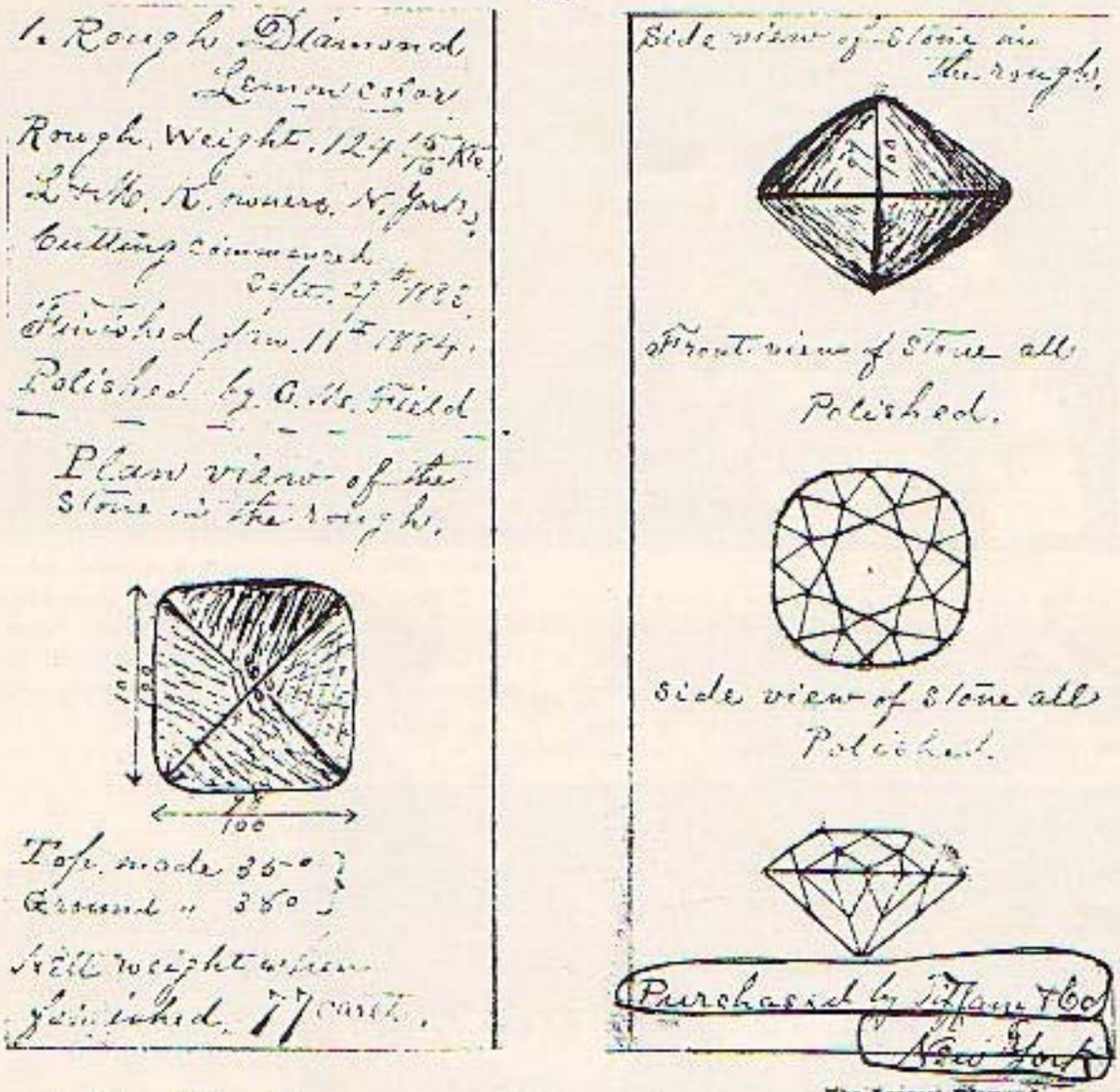


The Largest Diamond

ever cut in America has just been finished by Mr. Henry D. Morse of 486 Washington street, this city, for New York parties. It is of the South African species, and when put into Mr. Morse's hands rough its weight was 125 carats. His estimate of loss in cutting brought the jewel down to sixty-two carats, but by skilful handling in the process under his personal care the stone has been made to weigh seventy-seven carats. Though not a white diamond, the artistic cutting of the facets gives it a high degree of luminosity. It is double the weight of the largest finished stone ever cut on this continent, and is but twenty-eight carats smaller than the famous Kohinoor. It has been given a high polish by Mr. C. M. Field, Mr. Morse's foreman, whose patience in the tedious finishing process is highly creditable to him. The perfection which the art has reached in this country is principally due to the study care and judgment of Mr. Morse.

The Henry D. Morse Company was constantly concerned with the development of their firm by the use of new instruments and ideas. Morse and Field worked together to devise a method for cutting diamonds at new angles to produce a more brilliant stone. Some thirty years later, Mr. Marcel Tolkowsky carried on with their work to come up with the American cut or Ideal cut by producing, by formula, the exact proportions necessary. The Morse Company was interested in appropriating a large stone to prove their ability to cut outside of Amsterdam. The DeYoungs were instrumental in arranging for the Morse Company to receive a rough diamond of 125 carats. Mr. C. Field of the Morse Company did the cutting, and the stone was very successful in bringing much notoriety to the firm and to the idea of American diamond cutting. Copied above are the sketches and notes of the original workings of Mr. Field which are contained in our library. The diamond was completed at 77 carats and was the largest diamond cut in America up to that time and for several years thereafter.

HENRY D. MORSE & CHAS. M. FOSS,

DEALERS IN

DIAMONDS

AND OTHER GEMS

PHILLIPS BUILDING,
Rooms 18 and 19.

120 TREMONT ST.

BOSTON.

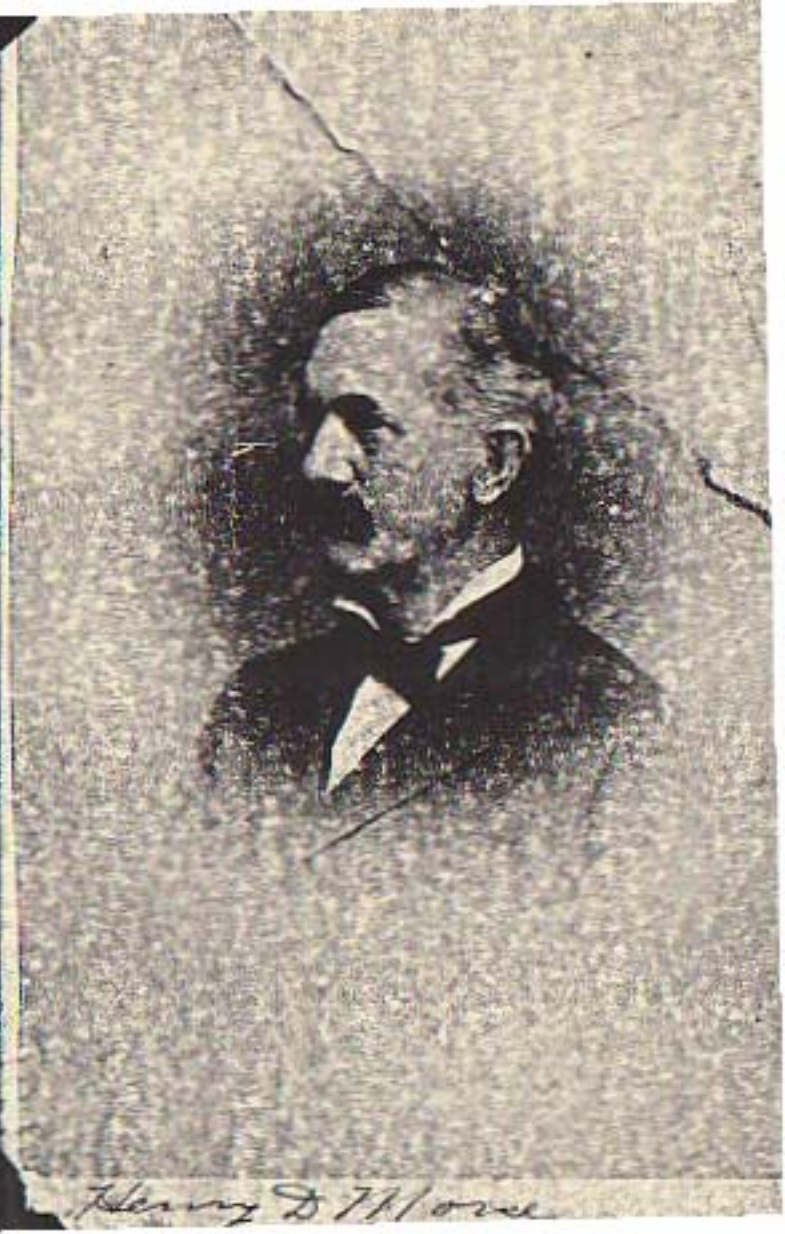
Henry Morse whose advanced ideas of Diamond Cutting in 1870 influenced the change in cutting proportions from the Dutch to the American cut-- and are todays proportions for Diamond Cutting

Henry Morse's Diamond Cutting Shop.

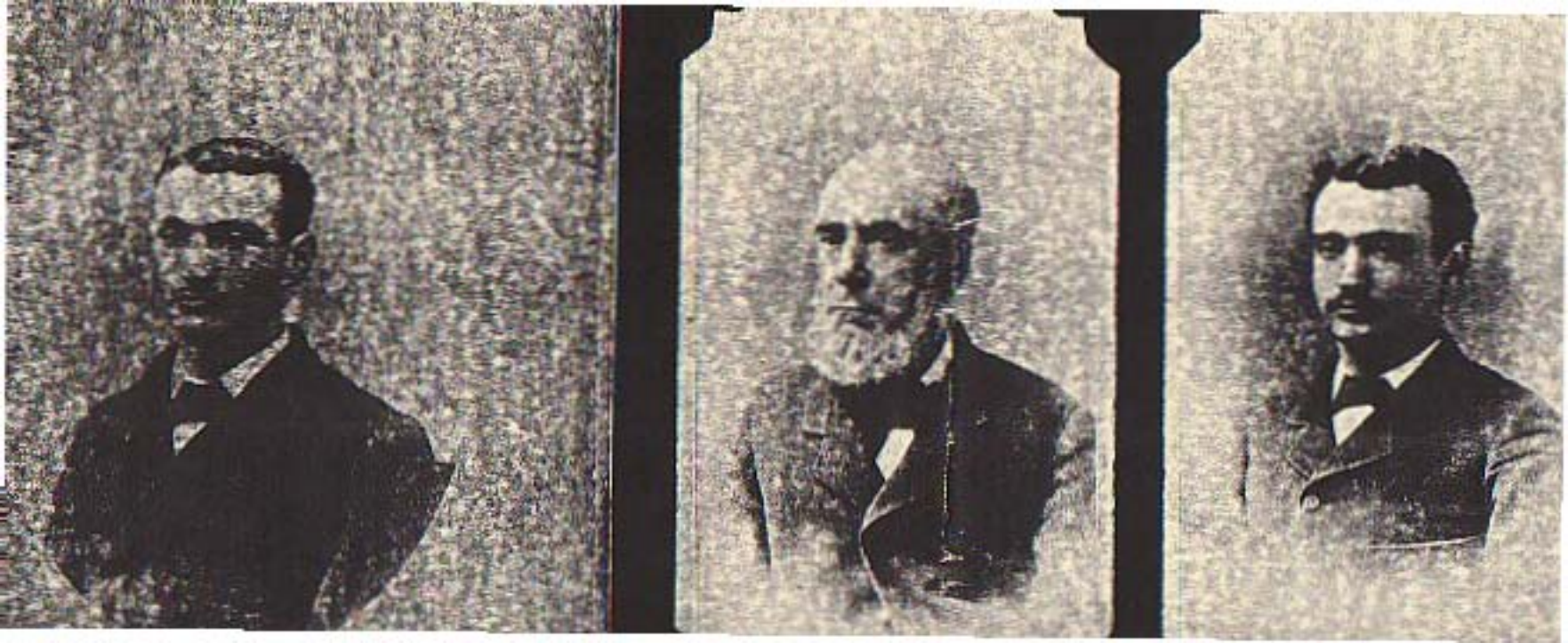
The first diamond cutting establishment in this country.

Warren

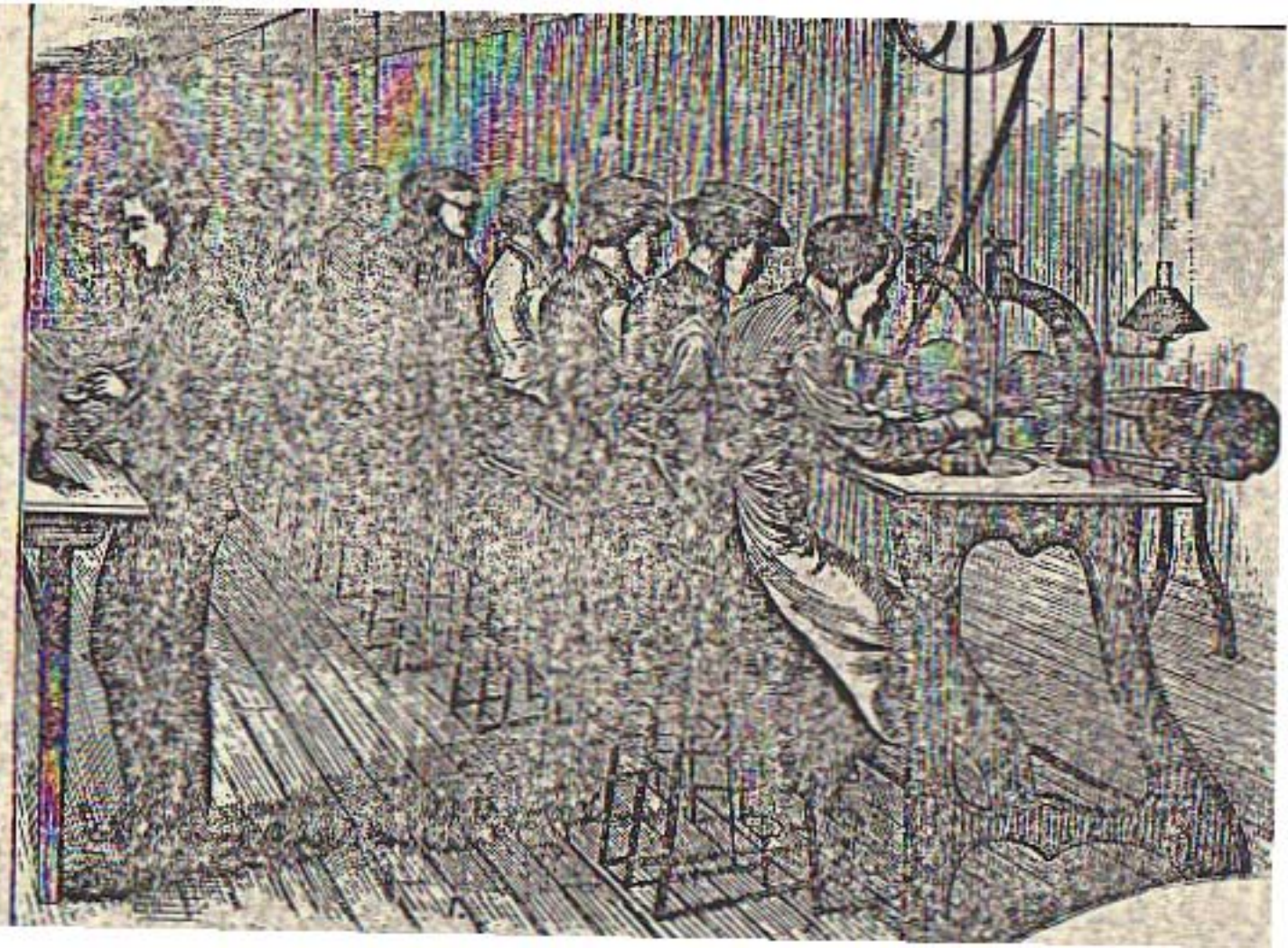
41 WINTER ST., BOSTON



Henry D Moore



Henry D. Morse, a Boston jeweler, was convinced that he could cut a better diamond. He formed the first American diamond-cutting firm in 1860 and did just that. His exacting designs, stressing proportion, revolutionized taste in gem cuts. His technological ingenuity transformed the industry. Among the old-world craftsmen first employed by Morse were Simon and Jacob De Young, the former pictured here as an apprentice.



Boston

In consideration of an agreement of the Morse Diamond cutting Co. to instruct me in the art of Diamond Polishing, I hereby agree to give to them my services for a term of five years from date, working diligently and faithfully nine hours per day, excepting Legal Holidays, and two weeks during the Summer months for a vacation, They agreeing to pay me four dollars per week for the first year, five for the second, six for the third, seven for the fourth, and eight for the fifth year, they also further agree to reward me, (provided I carry out this agreement in full to the end of the fifth year) in a sum which shall be equal to one dollar per karat for every karat of diamonds which I shall polish in a workmanlike manner, after first polishing enough at $2.25 the karat to equal the amt paid in cash as above agreed upon, and it is also agreed that no part of the above reward can be drawn or claimed under any circumstances before the expiration of the five years above mentioned, nor will the reward or any part of it be paid unless this agreement on my part be fulfilled.

H. Morse Co
Workers Contract
1878

Boston

In consideration of an agreement of the Morse Diamond cutting Co., to instruct me in the art of Diamond Polishing, I hereby, agree to give to them my services for a term of five years from date, working diligently and faithfully nine hours per day, excepting legal Holidays, and two weeks during the summer months for a vacation, They agreeing to pay me four dollars per week for the first year, five for the second, six for the third, seven for the fourth , and eight for the fifth year, they also further agree to reward me, provided I carry out this agreement in full to the en d of the fifth year) in a sum which shall be agreed to one dollar per karat for every darat of diamonds which I shall polish in a workmanlike manner, after first polishing enough at $2.25 per karat to equal the amount paid in cash as above agreed upon, and it is also agreed that no part of the above record can be drawn or claimed under any circumstance before the expiration of the five years above mentioned, not will the reward or any part of it be paid unless this agreement on my part be fulfilled.

Boston Mar 6th. 1878.

Mr Covington

Dear Sir

Yours rec'd with the sec
... Mr Peck says that
B.C. & Holds ... does not ...
on his books — The book ...
will send on monday, ... have
been busy ... stock and
had not time to send it —

Mr Perry says he will procure
those two books and send them
to you — I don't think I
... any ...
... at ...
... in ... —

Yours truly

Henry D. Morse

March 1. 1878.

Schedule of Property of Morse Diamond Company.

Cut Diamonds	about 775 Kts	75.000.
Rough Dia^s & Bort		1.000.
Machinery, Safes & furn. in N.Y.		2,500.
Colored Stones, settings &c		1.500.
Accounts Receivable		10.000.
Cash		2.000.
		92.000.
Less amount due Kidder, Peabody & Co		18.000
		74.000

Subject to interest of H. D. Morse.

Henry D. Morse.

New Diamond Cutting Works in New York.

The organization of a diamond cutting and polishing establishment at 29 and 31 Gold St., and of an annex at 33 to 43 Gold St., by Stern Brothers & Co., marks

quires judgment and long experience. The rough stone is imbedded in cement and a dull-edged diamond is rubbed across its surface, so as to leave an indentation that determines the line to cleavage. The operation is then repeated with a diamond having a slightly sharper edge, and finally with one as keen as a

particular section to remain exposed. As soon as the lead has hardened, the pol-

cutting industry of this country. The object of the new enterprise is to establish on this side of the water an extensive and thoroughly equipped factory on a larger scale than ever attempted before in this country, for handling rough and

ONE OF THE CLEAVERS.

passing it through all its various stages until it appears as a finished article ready for the market. The establishment is provided with steam power and is as complete in every sense as any to be found in Amsterdam or elsewhere.

The first operation the rough diamond undergoes is called splitting or cleaving. This is necessary in order to derive the best results for commercial purposes. The process consists first in determining the proper plan and direction for dividing the stone into parts, a proceeding that re-razor. A marked depression is thus made, into which a sharp steel knife is inserted. A quick and light blow divides the same into two parts. The accompanying illustration shows the cleaver about to deliver the blow.

The next process is known as that of cutting—an operation during which the stone is given its general form. In this department the new factory contains a feature of peculiar interest. It possesses a machine never before used in America and only recently adopted by a few of the largest establishments in Europe. Instead of following the old method of rubbing two stones together by hand, the stone undergoing treatment is inserted in the chuck of a lathe revolving at a high rate of speed, and is placed in contact with another diamond that is likewise fastened in an adjustable chuck held in the hand of the operator. In the course of this operation the stone receives its form and outline. This process, which is also illustrated, secures a much better result than could be obtained by the old method. The powder which results from the stones rubbing against each other is used later in polishing.

The stone is then ready for the polisher. He must first determine the character he will give the diamond, and select the method of working on it. To prepare the stone, he has an assistant, technically known as a setter. The latter, having received instructions, inserts the stone in a conical mass of molten lead, allowing a

ONE OF THE CUTTERS.

isher places the stone upon his wheel, which rotates at the rate of 2,300 revolutions per minute. The illustration shows

ONE OF THE SETTERS

the polisher at work. He is in the act of examining one of the four stones which are constantly kept in contact with the wheel. Each setter has from five to six polishers to supply, and as each polisher has at least four diamonds in work at a time, the setter has fully twenty different stones to keep in settings. It is his duty not only to set each stone to the best advantage, but also to return it to the proper polisher. As the position of each diamond is changed in the setting from twenty-five to thirty times, an idea of the number of operations required before the stone is properly faceted may be acquired. Having arrived at a certain stage, the stone is sent back to the cutter to remove sharp edges or irregularities that may have arisen during the process of polishing. At his hands, also, the stone receives its perfectly rounded form,

A Company Lease Mexican Pearl Fisheries.

SINALOA, MEX., Jan. 28.—The California Pearl Fishing Co. have leased from the Mexican Government for sixteen years the pearl fisheries comprised between the mouth of the Colorado River and Cape San Lucas, on the east coast of Lower California, and between the port of Mazatlan and the Barra de Suchiate, on the Pacific coast of the mainland, with the exception of the Ensenada de Chamela fisheries.

The consideration is the payment by the company of $10 per ton of pearl oysters obtained in the first three years, and $12 per ton during the remaining thirteen years.

One Thief Smashed the Window while the Other Held up the Clerk.

SACRAMENTO, Cal., Feb. 1.—A daring robbery occurred here last evening. A clerk in H. Wachhorst's jewelry store heard one of the plate glass windows crash, and on looking up saw a man in the door covering him with a pistol. At the same instant he saw another man reach into the show window and grab two trays of fine diamonds, when both men dashed off up the street.

The proprietor of the store was at supper up-stairs and the clerk dared not leave the window exposed, as it contained several thousand dollars worth of jewelry, watches, etc. Max Amberg, across the street, saw ing him. The men ran around a corner and 150 feet more brought them to a dark alley in the rear of Chinatown, into which they ran. They both wore false beards and it would be difficult to identify them. The diamonds stolen are valued at from $5,000 to $8,000, being the largest and finest in the store.

A Philadelphia Jeweler Held, Charged with Receiving Stolen Jewelry.

PHILADELPHIA, Pa., Feb. 6.—George W. Habicht, 132 S. 8th St., has been held in $2,000 bail on the charge of purchasing jewelry known to have been stolen. The alleged thief was George Goodman, who was placed under similar bonds.

Habicht was informed upon by William H. Garson, an employe, and John Bartlett, a fellow jeweler, at 8th and South Sts. Testimony was offered to the effect that the jewelry, part of which was the proceeds of a robbery from the residence of Director of Public Safety Berth, had been melted down, and consequently could not be identified.

Kansas City.

The stock of the Hart Jewelry Co., is being sold at public auction at 915 Main St. The company will move to a large store building [illegible] Main St.

ONE OF THE POLISHERS.

after which it is returned to the polisher, who gives it its finishing touches. It is interesting to note that a given parcel of rough goods is kept intact throughout the entire process, the product being retained as one parcel. It may start at 1,000 karats of rough goods and go through all the various operations until it appears as a parcel of gems weighing perhaps no more than 350 karats, varying in size and quality, but all derived from the original parcel. All the various departments of the establishment, are in active operation, and in the near future, it is expected, will employ over 100 men. The present force includes both foreign and American workmen. The foreigners are all Hollanders of long experience in Amsterdam establishments. It has been necessary to secure the very best class of artisans, as the American market demands the finest quality of workmanship. The establishment is now fairly under way, and all indications point to a successful execution of the plan of establishing on an extensive scale the cutting and polishing of diamonds in this city.—*Jewelers' Weekly*, January 18, 1883.

the window broken and ran into the street shouting, "Stop thief!" One of the men turned and took a shot at him, barely miss-

Frank F. Lewis, a silversmith of Lebo, Kan., was one of the bandits who robbed Mrs. Jennie Fisher's bank in Waverly, Kan., Jan. 27. During the raid a citizen was killed and Lewis is now in jail charged with murder and robbery.

Harry B. Carswell has severed his connection with Cady & Olmstead and Kersey L. Mills, who has long been with the firm has taken his position as head of the watch-repairing department. Mr. Carswell will probably open a jewelry store in Kansas City.

The Jaccard Watch & Jewelry Co. have leased the whole second floor of the building 101 Walnut St., and have opened offices and an engraving room. New engraving presses have been bought and a dozen people are now employed. The insurance has been satisfactorily adjusted and the company are now looking for a location for a retail store, when business will at once be resumed. Superintendent Pelletier of the insurance patrol is clearing away the debris from the scene of the fire and is finding considerable salvage.

CUPID FIN DE SIECLE.

'TIS sung in ancient minstrelsy
How conquering Love of old
Bound heart to heart enduringly
With chains of shining gold.

Still poetsing the Love god's praise
And tell his power; but pshaw!
All know that in these latter days
His chains are made of straw.

—*Vogue.*

May 1981

Two important organizations in the American diamond trade celebrate . . .

50 Years of Progress

HISTORICALLY speaking 1981 is an important year to the American diamond industry because it marks the 50th anniversary of two important organizations. For both the Diamond Dealers Club and the Diamond Manufacturers and Importers Assn. of America were founded in 1931.

A third organization which celebrates its 40th anniversary this year because it was founded in 1941 is the Diamond Trade Assn. which is essentially a trading club also. Its original membership was made up of refugees who found their way to America at the time that Hitler marched into the Low Countries of Europe.

The threat of foreign competition as posed by the disappearance of a tariff on diamonds as of Jan. 1, 1981, brought the three organizations together in 1980 in an unprecedented show of unity. It resulted in a campaign to convince the American jeweler of the advantages of buying from Americans. (See MODERN JEWELER, editorial "The American Advantage," September 1980, page 51)

At that time Ira Wexner, counsel for the importers and manufacturers association said, "Since most rough diamonds come from the same source, it is unsurpassed quality, workmanship and variety of diamonds available in the U.S. that has drawn foreign buyers from Europe and the Far East to America."

He said that indicative of the growth of America's diamond industry since World War II is that one-third of all rough diamonds sold worldwide in 1979 came to the U.S. for cutting. Moreover, U.S. Department of Commerce figures indicate that in 1979 the American diamond industry exported over $600 million in polished diamonds to such overseas distribution centers as Belgium, Israel and the Far East.

Actually, the foreign threat as visualized has not materialized. But it has given the American diamond industry cause and an opportunity to evaluate the breadth of its merchandise and service and the depth of its skill and know-how—advantages it has to offer not only the American jeweler, but also the rest of the world.

Actually diamond cutting as a trade was existent in the United States in the late 19th century. A Bostonian named Henry D. Morse is credited with being the father of the American diamond industry. He was an outstanding man in that he approached diamond cutting from a scientific standpoint. He invented a girdling machine about 1885. The best American cutters of the time were usually trained by him.

Morse had a strong artistic sense. In fact, he considered diamond cutting to be an art rather than a trade. He gave great impetus to cutting both at home and abroad. It is said that the American diamond industry owes its tradition of fine craftsmanship to him.

By 1890 there were some 12 shops known to exist in the U.S. They employed about 120 men who earned from $20 to $50 a week. In 1892 two enterprising gentlemen named Jack Kryn and Henry Wonters decided to import labor from Europe to the U.S. It wasn't easy because immigration laws at the time were extremely restrictive—particularly in regard to labor.

But about a hundred cutters were brought to the U.S. as artists. They set up shop in Brooklyn. Soon many others were to follow and the American industry expanded rapidly. By 1907 there were estimated to be 300 cutters in the U.S. earning from $45 to $65 for a five and a half day, 44-hour week.

The 20th century was bringing many changes. Electricity was introduced as a driving power and a mechanical device replaced the lead dop. A new spindleless polishing table was fast gaining popularity. The method was a welcome substitute for the antiquated pock-wood bearings which had been used for centuries.

At the beginning of World War I American cutters closed their doors because the Diamond Trading Co. suspended sales of rough and banking regulations restricted normal business. But after six months the diamond business revived and began to boom.

Tremendous demand for diamonds caused prices to rise. Wages skyrocketed reaching $125 to $200 for a 40-hour week. Many European cutters moved to the U.S. causing America to become for the first time an important diamond cutting center.

The immediate postwar years were prosperous. Then in late 1920 a new crisis developed and employment dropped sharply. By 1923 the industry resumed but smaller shops became the rule even though a few large shops continued. All in all, the size of the industry was greatly reduced.

At the time of the Wall Street crash in 1929 there were about 45 shops in existence. Many thought the industry would never survive. In 1934 out of 260 union members only 16 were employed. By 1935 some

(Continued on page D-57)

maybe wrong because we also treat by radiation. Radiation is entirely different because it changes color. Radiation cannot be tested or seen with a loupe. But the expert can easily detect laser treatment. Radiation has to be seen with a spectroscope.

MJ: Then you really think it is a new area that the jeweler needs to be aware of? The G.I.A. says that it should be revealed if a stone is laser treated.

VERSTANDIG: You mean the FTC. The FTC came out with a ruling that a laser-treated stone or a laser-drilled stone should be revealed. As a protection for the retailer to fail to do so is not an unfair trade practice.

You see, we do not have enough material. Diamonds are scarce. They are a product of nature and eventually they will peter out. Many mines have had to be closed because there was not enough production to be profitable. It is even forecast that within 60 years certain mines will be dried up completely. We must make available whatever material we have for jewelry because the jewelry is here to stay. It's why we're lucky to find this laser process. Actually, the retailer is the one who is gaining an advantage.

MJ: We were talking about the goods that are available in America as separate from the rest of the world.

VERSTANDIG: New York and Puerto Rico, the major U.S. cutting centers, polish stones from 20 pointers up. I don't say you won't find smaller stones, but it's rare. Usually we polish from 20 pointers up to large stones. Remarkably—and I say this humbly but with pride . . . we have become the finest cutting center in the world. The presence of foreign buyers from the world over testifies to this. People even send stones from Europe to be cut here. Our cutters have the knowledge and technical know-how, and experience to perform better.

Now while we may only count roughly 2,000 cutters between the two centers, I daresay that our cutting capacity in dollars and cents surpass by 50 per cent the cutting capacity of the rest of the world.

MJ: You make good points for your industry and the organization you head. Thank you for sharing your thoughts with our readers. #

50 Years

(Continued from page D-6)

activities were renewed but still on a limited scale.

It was in 1931 in severe economic times that 30 diamond manufacturers in America decided to unite and fight for the good and safety of themselves and the diamond industry in order to survive the evils of the depression. A charter was drawn up and signed by Al Abrams as president, Jonas Walvish as secretary and Simon Barend as treasurer.

Chaotic labor conditions prevailed throughout the diamond cutting centers of the world. The UDMA formulated methods and regulations to compete and survive. In cooperation with the Diamond Workers Protective Union of America an agreement was made to keep the American industry active throughout the bad depression years. Safeguards were formulated against continuous losses of merchandise by irresponsible merchants and brokers. It resulted in members being the least affected in cases of loss. In fact, with the help of the city detective bureau many of the culprits were apprehended. Through the efforts of the association's attorney the memorandum law became a protection against loss by crime.

In 1935 the association engaged the services of a young and energetic attorney, Louis Frankel, whose keen business and law ability is credited with lifting the association from a local, somewhat obscure organization to a nationally recognized trade authority.

Smuggling was rampant at the time. Frankel in cooperation with the Treasury Department brought about a number of arrests and convictions of smugglers of diamonds.

Another endeavor was the elimination of "switch" operations. "Switching" was an involved procedure in diamond transport involving the illegal use of currency. Unofficial rates of exchange permitted importation of goods into the U.S. at prices lower than the market. By introducing new controls the association was able to eliminate much of this unhealthy and unstablizing type of business.

The association at other times has also fought lowering the duty on diamonds and the repeal of the ex-

cise tax, which was considered detrimental to the industry.

In a few years the original membership of 30 doubled and as economic conditions improved, the association grew stronger financially and became an accepted medium for information concerning the diamond industry.

Then came World War II with labor shortages and government regulations of rough. With Amsterdam and Antwerp eliminated, it was necessary to enlarge American production. With government assistance the apprentice system was expanded to the point that within a few years the number of diamond cutters jumped from 800 to over 2,500.

By the end of 1943 several hundred diamond polishing shops were operating in the New York City area and the workers numbered over 5,000. The association did a great deal to help its members negotiate with the cutters' unions.

A lack of rough came to be one of the problems of the industry. Louis Frankel made a trip to London where he gained the assurance of the Diamond Trading Company that rough would be made available. In fact, the DTC assured him that it placed the utmost importance to the cutting industry in the United States and that the industry would receive as liberal treatment as possible.

The general result of this contact was far-reaching because to this day the Diamond Manufacturers Assn. is recognized as the official spokesman for the diamond industry in America.

Originally the association was composed of diamond manufacturers—that is cutters or faceters. In 1949 leading diamond importers, recognizing the worth of the association, petitioned for membership. The constitution was rewritten to admit them and the name changed to Diamond Manufacturers and Importers Assn. of America Inc. The membership includes firms of good reputation engaged in both manufacturing and importing to the number of over 200 today.

Also founded in 1931 and celebrating its 50th Anniversary this year is the Diamond Dealers Club. Previous to 1931 the diamond business was located essentially in lower Manhattan on Nassau Street and Maiden Lane. Except for a few offices that diamond merchants had, the most of the trading was done on the narrow sidewalks of narrow streets in the presence of heavy traffic on the corner of John and Nassau Streets.

Not only were the crowds large but there was little or no security and the diamond people were continually harassed by the police.

So early in April, 1931, 13 diamond merchants met in the office of Kalmus and Silverstein at 95 Nassau St. to form a diamond club. The moving spirit was Harry Sigman, father of Jack Sigman, who later served for many years as president of the Diamond Dealers Club.

These 13 became the incorporators of the Diamond Dealers Club Inc., a not-for-profit membership corporation organized under the laws of the state of New York with Attorney Albert J. Lubin as the club's executive director. Lubin drew up the by-laws and called the first meeting of diamond merchants in the premises of the new club at 80 Nassau St., a fourth-floor walk-up.

The club prospered, the membership rose to 200. Larger quarters were needed so the quarters were moved to 95 Nassau St. Because of the influx of workers and expansion of the trade during World War II, in 1941 the club built quarters and moved to 36 W. 47th, ninth floor. At that time 47th street was absolutely devoid of any diamond or jewelry business. In 1956 more space was needed as the membership had grown to 1,000. The building at 30 W. 47th St. was erected and the ninth floor joined to the ninth floor of 36 W. 47th St. The tenth floor of 36 W. 47th St. was leased for Diamond Club offices.

The membership of the Diamond Dealers Club is now approximately 2,000. The quarters are crowded and the Club has obtained the building formerly occupied by Korvettes on the southeast corner of 47th St. and Fifth Avenue where a building is to be built that will house the club.

There are presently 250 applications for membership pending, each applicant having deposited an initiation fee of $5,000. The dues are $349 a year including benevolent dues. By contrast the first annual budget in 1931 was $2,000. ≡

Advance Proofs of the Story of

"The Jewelry Business in Boston"

By A. B. HOAG
of the Keystone Staff

The First of a Series of Articles Describing the Growth of the Jewelry Business in Important Trade Centers to Be Featured in Connection with the 50th Anniversary of *The Keystone* . . . National Business Magazine of the Jewelry Industry

Watch for the Complete Story in . . . .

The KEYSTONE—February 1932

"50 Years of Service to the Jewelry Trade"

The Jewelry Business

The First of a Series Outlining the Growth of the Jewelry Business in Various Trade Centers

"Eddie" Russell (in the foreground) and Allan D. Sime cutting diamonds in the early days

1886—A group of the "Morse Boys." Standing (left to right) Jacob De Young, Charles M. Field, James H. Parks. Sitting—William Clark, George Hampton, David Lindsay and Amos Fosdick. This picture was taken on the roof of the old Washington building where Morse's diamond cutting workshops were located

By A. B. HOAG

THEY call Boston the home of the bean and the cod. It could be more justly called the home of the watch, the electric clock and the diamond, for here were made the first watches with interchangeable parts, here was developed the synchronous motor timepiece, and here the first diamonds cut in America were shaped into sparkling gems that outshone the best the Old World had produced.

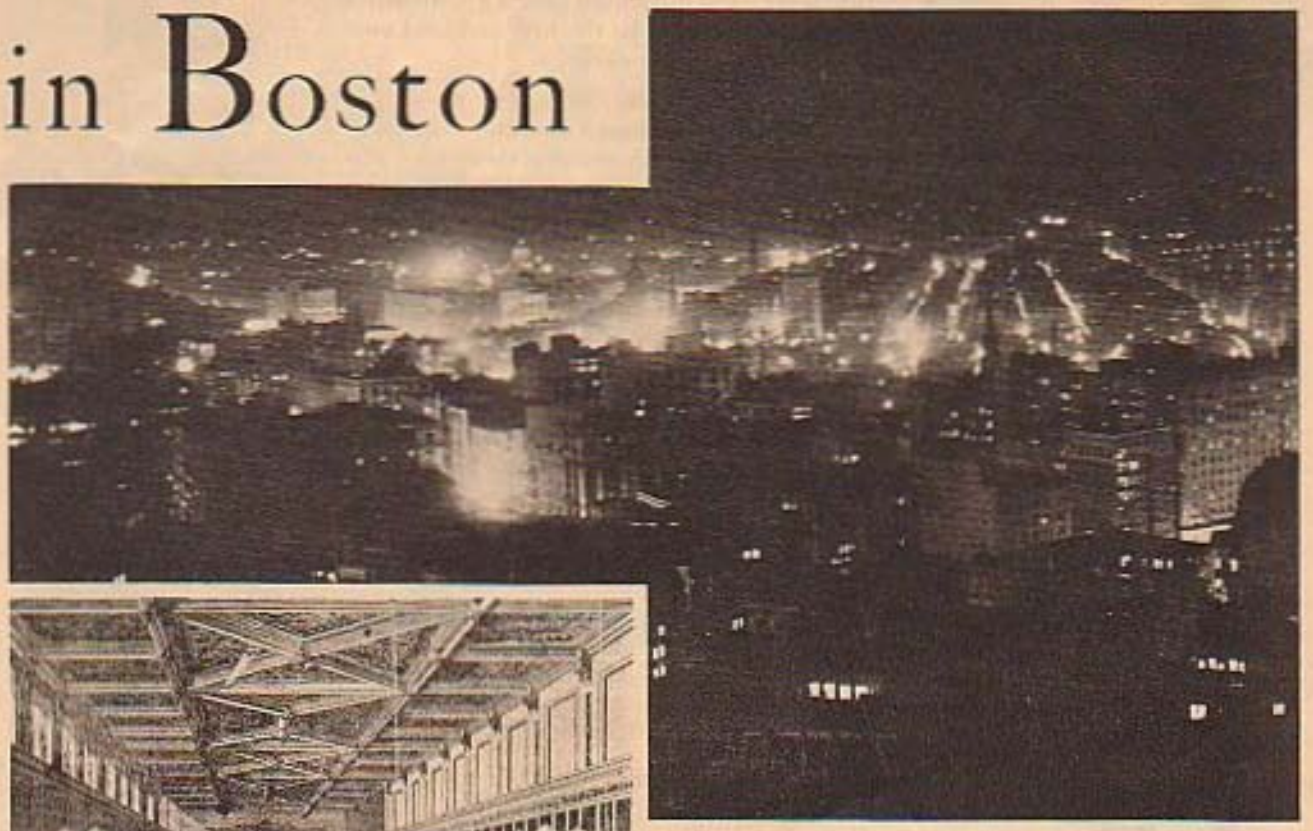
Yet machine-made watches, the new vogue in clocks and domestic cut diamonds do not exhaust Boston's list of achievements in jewelrydom. Farther back there was Paul Revere and other important if less famous silversmiths. And more recently there are the host of retail, wholesale and manufacturing houses that have been reared on a foundation of integrity, perspicacity, Yankee ingenuity and appreciation of the beautiful. Of these and their forebears there is much that is interesting, and perhaps instructive, to relate—of how these firms were founded, of the kind of men behind them whose vision and energy brought success and, in short, how the jewelry trade has grown in Boston within the span of one lifetime.

But first a sketch of the scene. Boston is the business "capital" of New England. Outside salesmen for the majority of the Boston wholesale houses cover the six states, and usually a section of New York as well. Boston is less of a jewelry manufacturing center than the Providence-Attleboro area. It is mercantile rather than industrial. The value of jewelry manufactured in Boston in 1930 was $1,065,175, while the total for Massachusetts was $21,976,448. However, the Hub City's trade position is such that from the myriad of cities and towns in Maine, New Hampshire, Vermont and Massachusetts, and to some extent Rhode Island and Connecticut, come customers of both wholesale and retail houses. It is a rich territory and a rather compact one, both industrial and agricultural. There is reason to believe that it has been less seriously hit by the depression than most sections of the country. And in New England they laugh at stories that the section is "running down."

ESTABLISHING WATCHMAKING IN AMERICA

ALONG about the middle of the past century occurred two events of great importance to the jewelry trade in the United States. These were the completion of the first watches with interchangeable

in Boston



A night view of Boston as it appears today

1850—The store of Jones, Ball and Poor at Summer and Washington streets—a predecessor of the Shreve, Crump & Low Store of today

parts and the cutting of the first diamonds in America.

Credit for the watches is difficult to ascribe. Aaron L. Dennison is called "the father of American watchmaking." Edward Howard is said to have produced the first machine-made watch. Of course neither made the first watches in America for, between 1809 and 1817, a Luther Goddard of Shrewsbury, Massachusetts, made (in distinction to manufactured) about 500 watches of the verge pattern. In 1812 a watch factory was established in Worcester and, in 1838, watches were marketed by James and Henry Pitkin in Hartford, Connecticut, which Henry G. Abbott, in his work "The Watch Factories of America" asserts were the first machine-made watches.

Apparently, however, Dennison and Howard were the first to envision watches with interchangeable parts, constructed on the principle which Henry Ford later applied to automobile manufacture. The two were associated for a time, but they later separated, and each became the progenitor of a great industry, one the Waltham Watch Company, and the other the E. Howard Clock Company.

Aaron Dennison had been educated in watchmaking. He was a dealer in watches and had visited the Springfield, Massachusetts, armory where he was impressed by the interchangeable system in use in the ordnance there. He had an idea the same system could be applied to watches. He broached the subject to Mr. Howard who was manufacturing clocks at Roxbury and received abundant help. In 1850 the first watch model, which corresponded to the full 18-size of today, was completed. It was an 8-day watch, but this feature was quickly abandoned. The firm was then known as "The American Horologe Company" and consisted of A. L. Dennison, E. Howard and Samuel Curtis.

MARKETING THE FIRST WATCHES

THE first watches were placed on the market in 1853, and sold for $40. The first hundred watches bore the name "The Warren Manufacturing Co." The name "Samuel Curtis" appeared on the next six or seven hundred and then the style was again changed to the Boston Watch Company. All this time the factory was in Roxbury, which was considered an unsuitable place for watchmaking. As a consequence, a factory was built in Waltham on the bank of the Charles river, at the present location of the company, this building being ready for occupancy in 1854.

Soon the company came on hard times. It was purchased by Royal E. Robbins and the firm of Tracy & Baker. When the latter dropped out Mr. Robbins

Fred. H. Carpenter,

carried on with James Appleton. A reorganization followed, business looked up, and in 1860 a 5% dividend was declared. This is said to be the first dividend ever declared on American watchmaking.

The company's growth thereafter was rapid. A factory in Nashua was purchased and the machinery moved to Waltham, and with it came three men distinguished in the craft: N. P. Stratton, C. H. Moseley and C. Vander Woerd. Late in the nineteenth century a gold case factory was established in New York. Waltham watches became known throughout the civilized world. The railroads of India adopted Walthams, and the whole system of marketing timepieces changed.

Just as the company rose to the emergency during the Civil War and speeded up production to supply the soldiers with watches, so during the World War the Waltham Watch Company turned to making time fuses. After the latter war it reached a record of 600,000 watches annually, keeping 2800 employes, most of them highly skilled, busy. Much of the growth was under the presidency of Ezra C. Fitch, who headed the concern for forty years until the reorganization in 1923 when he was succeeded by Frederic C. Dumaine. Conover Fitch is now vice-president.

Charles W. Finley,

Edward Everett Hardy,

EDWARD Howard, of whom we have spoken, was born in Hingham, in 1813, and apprenticed as a boy to Aaron Willard, a leading clockmaker of that period. In 1842, in company with David P. Davis, another apprentice, he started a watch and clock manufacturing business in Roxbury. In 1850 came the partnership with Dennison. A small factory was built opposite Mr. Howard's shop and some English and Swiss watchmakers were put to work. However, Mr. Dennison's machinery did not prove a success, and one of Mr. Howard's men was detailed to help him. It was in 1850 that the first Howard watch was made. This famous "No. 1" is still kept on exhibition in the Mechanics building and will run perfectly whenever wound.

With the building of the Waltham factory, Dennison dropped out of the picture, but the Howard & Davis Company continued, being succeeded by the Howard Clock & Watch Company, and then by the Howard Watch & Clock Company.

In 1900 the E. Howard Clock Company succeeded ot the business but in 1905 the watch manufacturing was segregated and became known as the E. Howard Watch Works, with factory in Waltham. The E. Howard Clock Company remained at the Roxbury plant while the watch works were acquired by the Keystone Watch Case Company. In April 1930 the watch and clock works were again united as the E. Howard Clock Company, and the factories in Waltham and Roxbury again came under the same management.

Edward A. Bigelow is closely identified with the recent growth of the company. A native of Elizabeth, New Jersey, the early years of his business life were spent in New York, where he was associated with the Ladd Watch Case Company, original manufacturers of filled watch cases. Afterwards Mr. Bigelow came to Boston as New England Manager for the Courvoisier

F. M. Smith,

E. H. Martin,

Daniel Stevens,

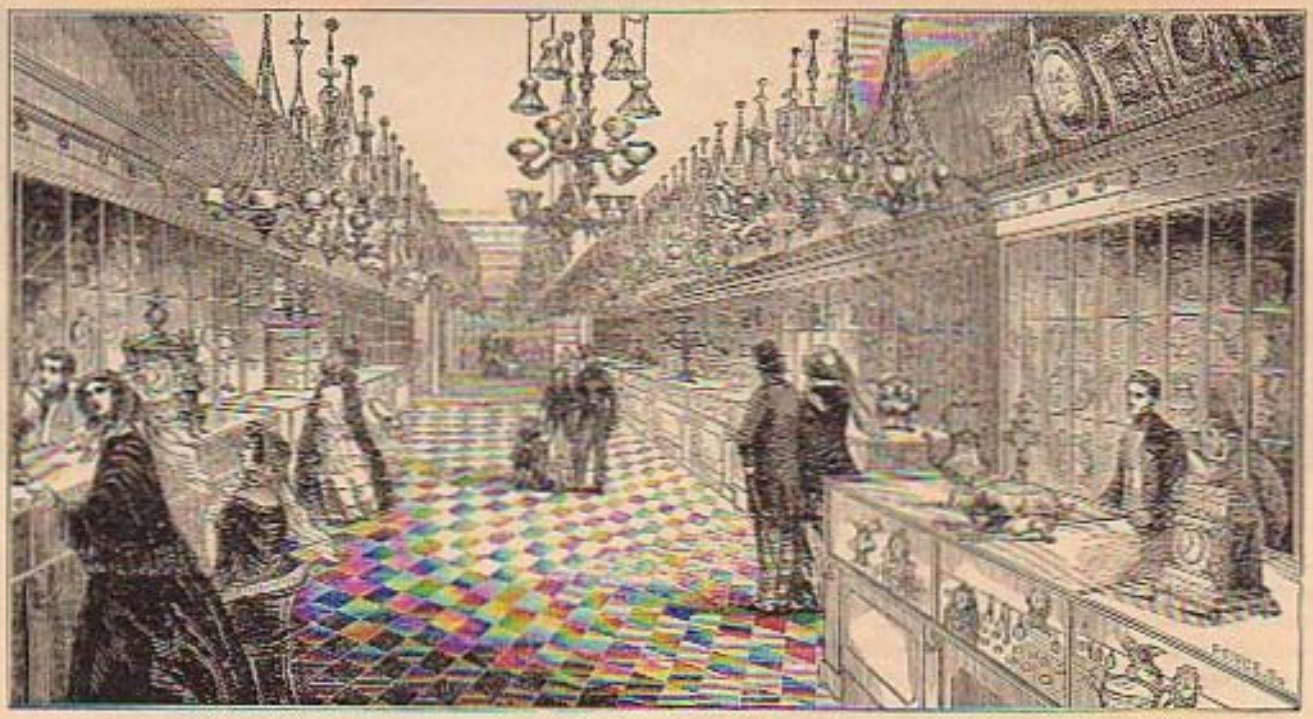
Carl D. Smith,

HOW MANY DO YOU REMEMBER?

These pictures of popular Hub City travelling salesmen are taken from copies of THE KEYSTONE for the early months of 1888

A. E. Whitney,

J. R. Allen,



The ornate design of the old jewelry store was in full keeping with the merchandise sold—merchandise which ranged from the usual jewelry items to umbrellas, canes, pretentious gas fixtures and picture frames. This view of the Stanwood store in Boston dates back to 1850

& Wilcox Manufacturing Company. When the E. Howard Clock Company was organized in 1900 he was elected treasurer and managing director. He is now vice-president.

Raymond S. Wilder is president of the present firm and Chester L. Harris is treasurer. The other directors are Charles W. Porter, William T. Bartel and Francis B. Sears. Besides manufacturing clocks and watches, the company makes a great many small parts for precision instruments. Tower and public building clocks throughout the country bear the E. Howard name.

To go back for a moment to Mr. Dennison. When watches began to be manufactured in quantities in this country, there came a demand for the boxes in which they were packed. Mr. Dennison designed machinery for their construction, and began their manufacture. Later his brother took over the work. From these activities developed the Dennison Manufacturing Company, manufacturers of jewelry cases, tags, crepe paper and a vast number of specialties, a third world-known industry.

HOW THE ELECTRIC CLOCK WAS DEVELOPED

WE have claimed the electric clock for Boston, but more exactly it was developed in Ashland, twenty-three miles from Boston, and still more exactly in a tiny laboratory designed from a deserted hencoop on the farm of Henry E. Warren. Mr. Warren has been inventing things all his life, his bent leading him to the Massachusetts Institute of Technology. He very early envisioned the electric clock, but in its development he had to devise certain gear-making machinery, and this set him off on another path for a time. Later, however, Mr. Warren went back to the clock idea, and determined to harness the peculiar properties of alternating current, using a synchronous motor. He struggled through great difficulty in finding a motor which would both start and run true, but he finally produced a crude affair, that was then connected to the hands of a clock.

As a timekeeper the device was a failure, for it varied ten or fifteen minutes a day, but as a check on the accuracy of current alternations, it was a success. One day, after verifying his observations, Mr. Warren telephoned the Edison Power Station in Boston and tactfully informed them that the frequency was in error approximately half a cycle. A somewhat surprised Edison operator demurred, but the unusual message did bring about a general rechecking of meters at the station.

CHECKING POWER STATION FREQUENCIES

MR. WARREN then realized that frequency accuracy was the next essential and set about developing a regulating instrument. He built one that was tested out at the L Street power station. Its principal function was to indicate directly on a single dial the exact amount of error in the integrated frequency so that the switch board operators might see whether or not the average speed of the turbines was correct. The instruments previously used showed only the instantaneous frequency and proved to be inaccurate as much as 1%, while Mr. Warren's master clock had a dependable precision of 1/500 of 1%.

Frequency control spread to all sections of the country so that, today, time service regulated by master clocks is available in about ten million homes. Warren Telechron Master Clocks are in use in more than 600 power houses. Several dozen manufacturers are now producing electric clocks, and the power companies which were first disposed to despise the small profit accruing from their use, are finding that the little current consumed by each clock provides, in the aggregate, a substantial amount.

The Telechron electric clock was perfected in 1916,

"Taking William F. Nye's Watch and Clock Oils in Mid-Ocean" was the caption of this wood engraving which appeared in THE KEYSTONE for July, 1900

and manufatturing operations were started in an old stone building in Ashland. Since that time the factory and offices have been expanded several times to reach the present area of over 80,000 square feet, and further expansions are now in view. The Warren Telechron Company has made the remarkable record of doubling its output every year, a condition which even applied to its 1930 gain over the prosperous year of 1929. The factory was running full time in October, November and December of 1930.

FIRST DIAMOND CUTTING IN AMERICA

THE story of diamond cutting in America is an interesting example of Yankee ingenuity and perseverance. It goes back to B. S. Pray, who, around 1850, was engaged in the African trade, and to Henry D. Morse, a man of considerable inventive and artistic genius. With Pray's financial backing, Morse brought a number of Dutch cutters from Holland and set them to work in a shop on Central Place. Simon De Young was among these artisans.

These Dutch diamond cutters conducted their work in great secrecy, refusing to take as apprentices any but Dutch boys. This irked Mr. Morse, who carefully observed their work. Then, without any announcement he undertook to instruct a group of boys and girls in the art of cutting in a Roxbury shop. When the Dutch workers struck over some dispute, they were astonished to find their places immediately taken by skilled American workers. This marked an end to a foreign monopoly on cutting.

The Morse Diamond Cutting Company was started in 1860. Besides inventing a sort of double lathe which enables two diamonds to cut each other by attrition produced by rapidly revolving machinery, Mr. Morse invented the Morse gauge, an instrument for regulating all the angles to be cut on a stone. Both are in general use today.

After much study, Morse discovered that the proper proportion for a diamond's profile is one-third above the girdle and two-thirds below. The most desirable number of facets, including the apex (culet) and table, is fifty-eight. The superiority of Morse's cutting is due to the fact that all the light entering above the girdle is refracted so that it comes out again above the girdle.

The European style of cutting, however, was aimed at producing stones of the greatest weight, with the result that much of the brilliance was lost.

"Mister Morse's boys," as those who were trained to take the place of the Dutch cutters came to be known, deserve special mention. There were Jacob De Young, now in business in the Washington building with S. Sydney De Young, his partner, James H. Parks, now vice-president of Hodgson, Kennard & Company, Inc. and Edward Russell, who left Morse in 1882 to cut for Randel, Baremore & Billings in New York City. In 1889 Mr. Russell was with Tiffany where he stayed eleven years. In 1900 he returned to Boston, where he opened a shop for E. W. Hodgson (now Hodgson, Kennard & Company), becoming a stockholder in that concern. Finally, in 1909, he formed a partnership with Allan Sime, a native of Cambridge, who learned cutting at the Humphrey shop, and who had also worked at Tiffany's. As Russell & Sime, they are located in the Jewelers' building. A few years ago they cut for Mr. Whittemore of the E. B. Horn Company, a five carat stone, giving it eighty-four facets and producing an apparently whiter stone.

Other "Morse boys" include George H. Hampton, who also went to Tiffany's; William White, David Lindsey, William Clark, George Melville, Charles Brown, Richard Fosdick and Edward Cox.

THE FOUNDING OF D. C. PERCIVAL & COMPANY

JUST as Mr. Morse's establishment was a training school for many in the jewelry business, so was the old firm of D. C. Percival & Company. The concern was established in 1864 by David C. Percival at 208 Washington street, being probably the oldest Boston wholesale house still in existence. Mr. Percival was born in Sandwich, Massachusetts, receiving his training with the old wholesale house of Sackett, Davis & Company. Not only was he a man of considerable business genius, but the high standards on which he insisted have continued to his descendants.

Other wholesale houses of those early days included Floyd, Pratt & Rounds and Morrill Brothers. Both have since gone out of business, although Commodore Morrill still survives.

Mr. Percival had as partners Daniel Morris and

Henry T. Salisbury. They had one small safe, and as Mr. Percival used to observe, had difficulty in keeping even that filled. The great fire of 1872 burned through the Percival store, but Mr. Percival himself hired a decrepit one-horse dray and transported most of the stock to his home on Columbus avenue. It was well that he did this for many insurance companies failed after the fire.

About this time Salisbury withdrew, and the style was changed to Percival & Morris. In 1887 the company was dissolved, Mr. Percival continuing at 392 Washington street as D. C. Percival & Company. The business grew rapidly. D. C. Percival, Jr. entered the firm in 1892 and is now president. When the Jewelers' building was erected, Mr. Percival agreed to take the whole second floor and later the wall between this and the Washington building was cut through to enlarge the quarters. The founder died in 1913, leaving the business to his sons David C. and Lawrence F. (now treasurer). Edward E. Hardy has marked a half century with the firm, as has William E. Crocker.

Recalling the old days, Mr. Hardy says that more retailers then came to Boston to buy their stocks and fewer outside salesmen were employed by wholesale houses. Retailers today probably receive five times as many visits from salesmen as they did fifty years ago.

Another concern with a long history is that of Paul-McCourt Company, Inc., successors to A. Paul & Company. This company was founded in 1872 by Andrew Paul. About 1895 Paul took into partnership Charles W. Finlay, who had been with him since 1872. Alfred Paul succeeded Mr. Finlay. Mr. Paul died in 1928. The business was continued under several managements until July 1, 1931, when J. E. McCourt became president and treasurer. Mr. McCourt was with the Star Watch Case Company for twenty-six years and has been prominently identified with the wholesale trade since 1891.

Still another old name is that of Norling & Bloom Company, founded in 1865 and considered to be the oldest manufacturing jewelry business in New England. Arthur S. Kelley, who is president and treasurer had been with D. C. Percival & Company from 1896 to 1913 when he purchased the Norling & Bloom business. Being more interested in precious stones, he has devoted his greatest efforts to developing the diamond business, but has also given attention to the manufacture of platinum goods.

Another of the D. C. Percival & Company "boys" is Henry R. Arnold, who started with them as a boy in 1889. Later, he entered business for himself in the Washington building traveling and selling personally all over New England. He is a past vice-president of the National Wholesalers' Association, one of the first members of the National Publicity Committee, and was a leading spirit in the formation of the Massachusetts and Rhode Island Retail Jewelers' Association.

Another old firm is that of F. E. Harwood, Inc., 387 Washington street, successors to Harwood Brothers. Charles and Willard Harwood started business in 1859 at 247 Washington street, later moving to 26 Bromfield street, and then to 386 Washington street. Charles Harwood died in 1902 and Willard Harwood in 1910 and, in 1911, the business was taken over by two sons, F. E. and H. A. Harwood.

Sanger & Company, wholesale jewelers of the Washington building, was developed by Eugene Sanger who had been with Harwood Brothers for forty years; H. F. Weiler, who had served twenty years with them and Thomas Wilson, a Harwood man of eight years' standing. These three veterans banded together as Sanger & Company in 1922 and have made steady progress.

Out of another old wholesale house—Morrill Brothers—came the firm of E. H. Saxton Company. Charles F., Alvin T. Morrill and Irving Smith formed this once well-known firm which flourished in the 80's and 90's in the Marlborough building where the Washington building now stands. Charles F. Morrill, commodore of the East Boston yacht club, we have already mentioned as still living. The Morrill business was purchased in 1905 by Mr. Saxton, who had been associated with it foe a number of years.

Continuing the list of the old-timers, we come to Kettell, Blake & Read, Inc., a wholesale house specializing in Waltham watches, clocks and Masonic emblems. J. V. Kettell founded this business in 1858, occupying at the corner of Washington and Milk streets half a store with the Waltham Watch Company, where it was continued until 1872. After two years on West street, the business was moved to 376 Washington street, where it continued until its removal to the Washington building. In 1878 James S. Blake, who had been with Crosby, Morse & Foss (thus making him another of the "Morse boys"), went with Mr. Kettell and became a partner in 1883. Mr. Kettell died in 1895 and his interest was bought by Mr. Blake, who carried on the business until his death in 1928. Mr. Elmer C. Read became associated with the concern in 1897 and entered into partnership in 1916. The business was incorporated in 1925, and Mr. Read is now sole owner.

The Ripley Howland Manufacturing Company goes back to 1867, when Ripley Howland & Company was formed by the merging of Howland & Bates and Ripley & Crosby. Following the death of Mr. Howland in 1882, the present corporation was formed by the surviving partners, Mr. Ripley, Mr. Crosby and Mr. Bates, who continued until the death of Mr. Ripley and the withdrawal of Mr. Bates in 1906. The concern was then taken over by H. B. Burnham and C. G. Perry who continued until 1929 when Mr. Burnham died. It is now headed by C. G. Perry, president, and F. W. Hawkes, vice-president.

This firm is widely known for the rings and diamond mountings it produces. It is now located in the Province building.

The house of Nelson H. Brown, wholesale dealers in clocks, was established at 75 Hawley street in 1877. Mr. Brown had previously been employed by Harwood Brothers. When he died in 1891, Mrs. Brown assumed the management and still continues in charge. Reginald Brown, a son, entered the business in 1898. The concern is now at 70 Franklin street.

The firm of Harkins & Murphy, dealers in jewelers' supplies, although comparatively young, carries on a considerable business. It was formed in 1914 by Joseph V. Harkins, J. M. Kirby and Redmond J. Murphy. Mr. Kirby left in 1915 to establish his own business.

Fifty-five years ago a young lad who had come to Boston four years previously from Tunbridge, Vermont,

might be encountered in Boston dry goods stores carrying a bag. He was calling on the trade with a line of jewelry, and the bag was his office and store. It was a very important bag, for from it grew one of the largest wholesale jewelry businesses in Boston and one of the leading retail stores in New England.

The man was Marcel N. Smith, president of Smith Patterson Company, who can count over half a century of active guidance of a rapidly developing business.

Mr. Smith's first real office was desk room at 546 Washington street. Later he moved to 46 Summer street, to share an office with Henry W. Patterson who was engaged in wholesaling jewelry to the provinces. In 1885 the two men joined forces and soon moved to the present site at 52-56 Washington street at the corner of Arch.

Both a wholesale and retail business was done, extreme care being taken to see that trade discounts were given only to those entitled to receive them. By 1905 the business had grown to such an extent that larger quarters were needed, and the wholesale business, with Carl D. Smith, brother of Marcel, in charge, was moved to the second floor. The main floor was lowered to the street level and renovated for the retail store, and the basement prepared for the Art Room (now the Colonial Room).

The Canadian business started by Mr. Patterson was also growing all this time, and in addition to the wholesale trade a factory was started. Mr. Patterson died in 1926, the business in Montreal (Smith Patterson Company of Canada, Ltd.) being continued by Frank Patterson, a nephew. Nelson H. Smith, is vice-president of this company.

The wholesale business under Carl D. Smith prospered until three years ago when he died and the work of liquidating this branch was given to Howard A. Martin, who for thirty years, had ably served the firm.

The wholesale business was, however, not gone. Mr. Martin, together with Walter Forbes, an employe of twenty-five years standing, formed the Martin-Forbes Company, designated as successors to the Smith Patterson wholesale department, keeping all the valuable franchises of the former, most of the old employes, the old quarters and, above all, the same high business principles. The Martin-Forbes company has also retained five men on the road, and has kept the old clientele, specializing in quality jewelry.

Four other former representatives of the Smith Patterson Company set up a business at 387 Washington street, known as the United Jewelry company and dealing in domestic and imported jewelry and novelties. They are A. V. Johnson, A. F. Reed, C. H. Ramsdell and C. L. Quimby.

Meantime the retail store of the Smith Patterson Company has continued to grow. M. N. Smith, his years resting but lightly on him, remains in active charge as president. Nelson H. Smith is vice-president and treasurer. James Kingman, who for years has been a leader in the trade, is secretary and second vice-president. Aubrey G. Gilmore is clerk of the corporation and J. Victor Day, assistant treasurer.

M. S. Page & Company, still another old firm, was founded as a retail business in 1858 by Moses S. Page, a native of Haverhill, New Hampshire, who came to Boston in 1856 at eighteen years of age with but $20 in his pocket. Two years later he had started with a partner at 1 Salem street as Felch & Page. Mr. Felch withdrew, and Mr. Page leased the entire flatiron shaped building, thus insuring a reasonable rent on his store. Mr. Page died in 1917, his younger son, Harold, succeeding to the business. Harold finally sold out to one Ransome, who had been a life-long business associate of the elder Page and started a wholesale diamond and jewelry business in the Jewelers' building where he is today. His brother Edward S., formerly a lawyer, is with him.

Moses Page was an extremely energetic man who had a great many irons in the fire. He often made considerable money by attending auctions and through other outside pursuits. W. A. Smith used to say that "Mose" Page could figure in his head faster than the average man could with a pencil.

Charles May & Company, dealers in jewelers' supplies was founded in 1886 by Charles May at 386 Washington street. He later moved to Bromfield street and, in 1912, occupied space in the Jewelers' building. The firm was incorporated at the time of its last move and seven years later Charles retired. William May, the present president, came to the firm in 1898. W. Stanley Campbell is treasurer.

Ben Wyman, stone dealer and lapidary in the Jewelers' building, is credited with having sold more opals than anyone in the world. He was formerly with Treibs Brothers in New York, becoming their Providence representative. He started out for himself in Providence in 1906, moving to Boston in 1913.

Among the larger wholesale firms is that of I. Alberts Sons, Inc., which was founded in 1897 by Isaac Alberts. Mr. Isaac died in 1913. Mrs. Annie Alberts then took charge and, in 1914, the firm was incorporated. The following are the sons: Nathan, who joined the firm in 1912; Emanuel V., in 1914; Harold, in 1919, and Sydney in 1927. Mrs. Alberts is president and treasurer. The firm has spacious offices in the Jewelers' building.

And now we come to two other well-known names in the Boston diamond trade—Harris and Lawton. Frederick M. Harris, one of the old time diamond experts, was born at Stoughton in 1848. In 1871 he was travelling for Col. James M. Longstreet and later for Sackett

Continued—*The story of the Jewelry Business in Boston as it will appear in* THE KEYSTONE *for February, 1932, contains several more pages which cannot be included here for lack of space. Also, there will be a number of additional illustrations of widespread interest to jewelers old and new.*

Pioneers in the Boston Diamond Trade

A Backward Glance at Some of the Men Who Were Prominent in the Industry Years Ago, and a Word About Conditions at That Time. Some of the Celebrities Who Were Frequent Customers

ONE man once gave as his definition of what the size of a city should be: "Not too large to have a first citizen." Most of our big American cities today have outgrown the possibility of using this definition. There is more than one 'leading citizen' in Boston, but if you divided the city up into departments—say the wool trade, the leather trade, the printing trade and so on—you would find a leading citizen in each department. And when you came to the jewelry

JOHN A. REMICK, GRAND OLD MAN OF DIAMOND DEALERS

trade, you would find that John A. Remick was the 'leading citizen' in that particular branch. Mr. Remick has held that position for many long years. He has been out of the business now for something over a score of years, but he still retains an interest in jewelry. He is no longer a young man—he is 92 now—but he is young in his enthusiasm and his interest in anything that has to do with the work that he did for so long.

Mr. Remick now lives in his pleasant house on Marlborough St. He is a great grandfather. When the writer went to talk with him on his early experiences in the trade, he was most cordial and agreeable. He is a short man, with a charming smile and pleasant air. His face is lined—not with care, for we doubt if he ever had many cares—but with age. He is a bit deaf, but, despite that, is as hale and cheery as when he sold diamonds to Ellen Terry or talked with Joe Jefferson.

Mr. Remick was born in Newburyport, and when he first came to Boston he worked on Long Wharf. Then he rented a little store in the old Museum building and started in trading in Waltham watches which, as he remarked, sold like hot cakes. One day as he was working in his store, Daniel F. Wickham, an old time New York diamond merchant, with a store in Maiden Lane, came in and said to him:

"Why don't you sell diamonds and other precious stones?"

After saying this, Mr. Wickham produced some stones from a wallet and left them with Mr. Remick, saying that he would trust him with them. Mr. Remick sold the stones immediately and decided that he would go into the jewelry business and give up his watches.

His store was at first located at one end of the Museum building, away from the door. But it was moved to a place in close proximity to the entrance, and the crowds passing in and out of the famous theatre could not help but see his windows. His safe stood just inside the window, and he always had a few rough stones in sight. His store was small. He had no clerks but conducted the entire business himself. It was hard work but Mr. Remick loved the stones and was interested in all his customers. Business in those days was far more of a personal matter, with the storekeeper coming into contact with all prospective buyers and not hidden in a sanctum sanctorum that only the anointed could approach. Opposite his battered desk chair stood another equally battered one, but comfortable and made for a guest. Here customers would come and sit down for a chat with Mr. Remick—to talk over politics, or to discuss the stone market or to buy any new stones that he might have. It was a genial sort of business, conducted as one man to another, not through the medium of clerks. Mr. Remick dealt only in uncut stones, but he advised people on how to cut them and where to have the cutting done.

The crowds filed into the Museum past his window, so that anything that he put there would probably be seen. Mr. Remick was in the habit of issuing cards that told of his business, for advertising in those days was not on the scale that it is today. One of his first cards announced that his was "the only place in New England where the entire business is dealing in precious stones." When he went to Europe, as he often did in the latter part of his business career, he shut up his store and put up a sign: "Gone to Europe to purchase Precious Stones. Back on or about September First." When he opened his store once more, there was sure to be a crowd of people waiting to see his latest supply of gems that were on sale. And the crowd that filed into his shop was as distinguished a company as one would meet with anywhere.

First of all, there was Henry Ward Beecher. The eminent man was devoted to colors, and particularly to colors in precious stones. He bought opals, when he could afford them, and kept them in a bottle, delighting in the variety of colors and shades they showed. Mr. Remick tells an interesting story of a ring that Henry Ward Beecher bought of him. It was a beautiful

HENRY D. MORSE

opal, placed in a simple setting. Mr. Beecher, as he always did, never wore the ring when in the pulpit but had it, with others, in his pocket. At one time, Ellen Terry met Mr. Beecher and he invited her to lunch with him and his wife. Just before luncheon, Mr. Beecher put the opal ring on his finger and Miss Terry exclaimed at its beauty. Mr. Beecher said that he would be delighted to have her have it, and gave it to her immediately. Some years afterwards, when Miss Terry was in Boston, Mr. Remick, who had heard the story, asked her about the ring. She thought a moment and said:

"I gave it to Sir Henry Irving when he was knighted." Mr. Remick says that after Sir Henry's death he asked the heirs about the ring but never found any trace of it.

Henry Wadsworth Longfellow, was another distinguished customer who used to come in to purchase as well as to chat and admire. Mr. Longfellow, according to Mr. Remick, was particularly fond of amethysts. He loved the deep royal purple color.

Joseph Jefferson, James T. Fields, William Warren, Annie Clark, William Seymour,

Jack Mason, Celia Thaxter, and William Morris Hunt were all very good friends of Mr. Remick's as well as customers.

There are many things connected with a business of the kind that Mr. Remick's was that come to light only when you can get such a man in a reminiscent mood. For instance, Mr. Remick told of the introduction

SIMON DE YOUNG

of the moonstone into Boston. He found that it was not considered a lucky stone and sent cards out all over the State announcing that he had found it was a lucky stone and that he had some of them for sale. He met with opposition to opals, which were considered most unlucky. He

JOHN TILLSON

couldn't understand why and was talking the matter over with William Morris Hunt one day. Hunt declared that it was a foolish idea, and an eminent geologist, Bayard Taylor, concurred in Hunt's opinion. Taylor found a translation of some Arabic legend which read something like this: "Long years ago there lived a man who had a ring, opal the stone which flashed and gleamed, and brought good luck to those who wore such a ring." This is a very poor reproduction of the verse which was delicately and delightfully worded. Mr. Remick had this printed on a card and sent around to some of his customers and he put the card in his window. This attracted considerable attention and one day a young girl, who, as Mr. Remick said, "wanted to be married the worst way," was in his office. He had known her for some time, thought her extremely delightful, and, as they were old friends, she asked him for some lucky stone. He presented her with an opal and within the year she was married.

From somewhere in the neighborhood of 1870 until 1903 Mr. Remick kept his store in the old Museum building. Everyone knew him and he had customers all over New England. Almost every year, for at

MISS CARRIE A. BURNHAM

least three months, he went away to Europe in quest of rough stones to bring back. In 1903, plans were gotten under way to tear down the building, and Mr. Remick was approached by the new owners. They offered him space under the proposed plans, the same space, to all intents and purposes, that he had long had in the Museum building. But when the matter of price was spoken of, the new owners indicated a figure something over three times what he had been paying. Mr. Remick decided that his business career might as well be closed in 1903 as any other year (he was then almost 70), so he refused the offer and decided to retire. Certainly, if anyone ever deserved a rest, Mr. Remick did, for single handed for over 30 years he had conducted a most profitable but exacting trade. Thus Boston's earliest and best known specialist in precious gems ended a long career of service.

There is no more fitting way to close this short summary of a splendid career than to quote what Charles W. Eliot once said to Mr. Remick, his friend and contemporary. They were crossing the ocean together once, and the famous educator turned to his companion and said: "The summit of any man's ambition is to attain the respect and esteem of his neighbors. You certainly have that."

John A. Remick is still the "first citizen" of the diamond world.

Across the stage of memory there move figures—one visualizes them in the bloom of youth and ambition—figures still dear to those whose hair is tinged with silver or gray. Such names as Benjamin S. Pray, Charles G. Brown, James H. Parks, George

BENJAMIN S. PRAY

P. Hampton, David J. Lindsay, Miss Carrie A. Burnham, John Tillson, George S. Melville, William Clarke and Simon de Young naturally occur to the mind. Most of them are here today, leaders in the diamond industry.

Early in 1860, Morse and Pray started

GEORGE S. MELVILLE

the Morse Diamond Cutting Co., the first establishment of its kind in America. The workshop was in Central place, a lane that made in from Washington St., between the Jordan Marsh building and the Shuman corner. "Billy" Parks had a famous tavern, then, in the same lane. The actual cutting and polishing had to be done by Hollanders,

at first. Simon DeYoung, Van Volen, Cohano and Keiser were their names, and Keiser is said to have been the leading man. Descendants of this early group of Dutchmen are in the business in Boston today.

But Keiser refused to teach American apprentices, so Mr. Morse, who was constantly building, rebuilding and perfecting his iron and steel machinery, and who had become singularly expert at cutting and polishing as well, started a shop out in Roxbury. In it he had 23 young women and men. Charles M. Field, who was foreman of the Roxbury place, is 96 now and lives at Melrose. Others of "Mr. Morse's boys" are living.

The firm was next known as Crosby, Morse & Foss, but in 1875 it was dissolved and Mr. Morse opened a place on the fourth or fifth floor of the old Washington building, 383 Washington St. A year before his death he took an old partner again at 120 Tremont St. The style was H. D. Morse & C. M. Foss.

Besides inventing a sort of double lathe, which enables two diamonds to cut each other by attrition produced by rapidly revolving machinery, Mr. Morse invented the Morse gauge, an instrument for regulating all the angles to be cut on a stone. Both of these are in general use today, the lathe superseding almost entirely the old practice of cementing the diamond to be cut into the end of a stick and rubbing it with another diamond of inferior quality, called bort, that is fastened into a stick in the same way.

After much study, Mr. Morse discovered that the proper proportion for a diamond's profile is one-third above the girdle and two-thirds below. The most desirable number of facets, including the apex (culet) and table, is 58. The acknowledged superiority of his cutting is due to the fact that all the light entering above the girdle is refracted so that it comes out again above the girdle. If he had stuck to the deep, old-style cut the incoming rays would have been lost. The Morse system, with its round outline of girdle and perfect profile proportion, loses nothing from its apparent weight.

The European cutters finally adopted the Boston cut. The finest brilliants are still fashioned that way, but individual stones of large size, have been turned out with 84 and 76 facets and with admirable results. Then, too, there is the latest fad, the Baguette, or step cut, and the emerald cut stone. The Baguette has a polished girdle whose outline is rectangular, or square. In either of these novelty cuttings the brilliance, life and fire are lacking. Apparently Henry D. Morse got all the quality it was possible to get out of a diamond. His system, the Morse cut, seems to be established for all times.

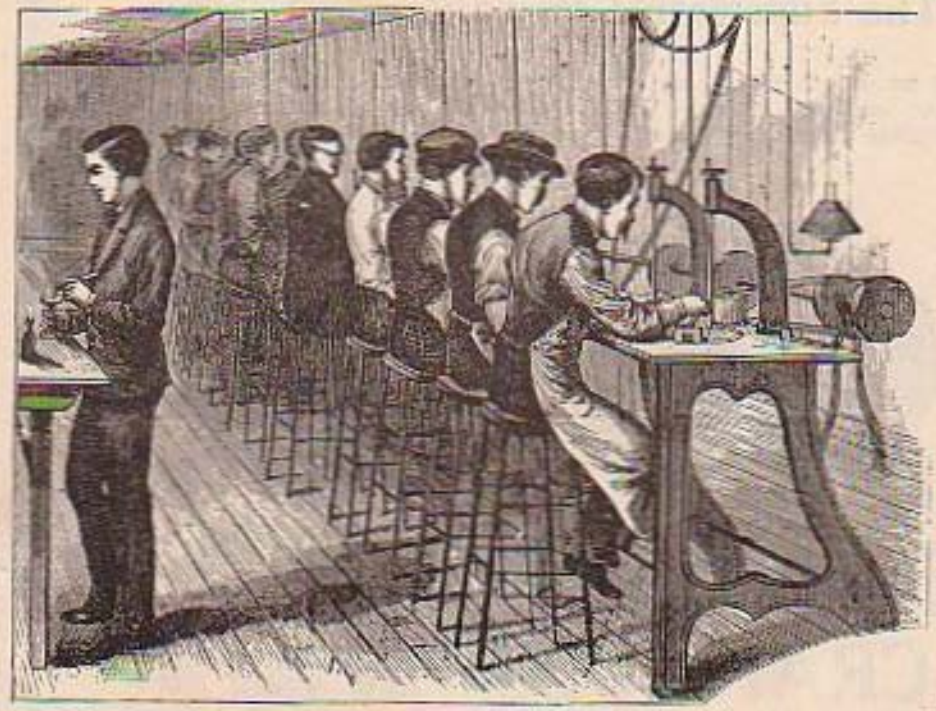
The old style of Dutch cutting, where little or no attention was paid to proportion, brilliance or shape, suffered a loss of 40 per cent from the weight of the stone in the rough. The Morse method loses 53 to 58 per cent, but the value of the gem is enhanced 25 per cent.

W. A. Smith, along with Mr. Morse, will be remembered as one of the pioneers in the diamond trade. He sold out his jewelry and diamond store at 16 Bromfield square in the 70s and removed to an office just over the entrance steps to the old Studio building, 110 Tremont St. Here he embarked as a specialist in diamonds and precious stones. At this location, and at the old Washington building, 383 Washington St., he imported, sold and designed the mounting of fine gems until 1896.

Mr. Smith was the youngest of a large family. He was born on the shores of Fresh Pond, in what was then Belmont, but is now a part of Cambridge. His early days were spent at the carpenter's trade and at market gardening. His first business venture was with a partner down in Boston's market district. They dealt in butter, cheese and eggs.

The partnership became distasteful. After several months, he was glad to withdraw with the loss of the $700 he had put in. Ill health ensued and a consequent inability to work. With nearly the last dollar in his possession he bought a damaged watch. He took it to his modest rooms, at the corner of Grove and Revere Sts., Beacon Hill, and—made it go! The little mahogany shelf, on which he taught himself watch repairing, is in existence now. This was his beginning in the jewelry and diamond trade.

More and still more watches were bought, repaired and sold by the semi-invalid. He



DIAMOND POLISHERS AT WORK IN THE OLD FACTORY OF HENRY MORSE

FIVE OF THE ORIGINAL DIAMOND CUTTERS IN THE MORSE FACTORY
Left to Right—George Hampton, William Clark, James H. Parks, David Lindsay, Jacob de Young.

prospered and his perseverance was noticed by one Jasper Kelly, who kept in Brattle square. As Smith grew well, Kelly became infirm and in a short time nearly helpless. It was rheumatism, or some kindred ill. Kelly put Smith in his store and he finally bought it. Mr. Smith amassed a fortune in the little, low-studded place.

During his long years in the diamond business, Mr. Smith counted many noted people as his customers and friends. The Rev. Henry Ward Beecher always called when in town, his niece, the wife of the Rev. Mr. Allen, was a customer, as were Governor Gaston, Speaker Noyes, Speaker Barrett, City Treasurer Turner, Montrose G. Allen, William Sohier, Karl Zerrahn, Payson Tucker, Marcellus Eldredge, Frank Jones, Mrs. Thomas Barnes, Mrs. Thomas Mack, Billy Parks, Frank Mayo, the actor, Harry W. French, the traveler and lecturer, Chief Watts, Andy Houghton, Inspector Skelton, B. A. Atkinson, Leopold and Godfrey Morse, Gordon McKay, Mrs. Effie Canning, who wrote "Rock-a-Bye Baby" and hundreds of well-known people of that day.

Mr. Smith designed and furnished the stones for the huge diamond scarf-pin that was presented to Professor Bartholomew of the Equine Paradox. This was in the form of a horseshoe with the whip at the bottom. The Equine Paradox (educated horses) was playing at the old Windsor Theater at the time.

The so-called Record Diamond was furnished by Mr. Smith. This was a large stone offered by the *Boston Evening Record* to the most popular hotel clerk in the city. The readers voted by writing their favorite's name on a coupon that could be cut from each copy of the paper for a given length of time. Fred Jones, of the Falmouth, was the winner.

During the early '80's, the house of W. A. Smith probably handled more diamonds, wholesale and retail, than any other in Boston. Its founder prided himself on the fullness and variety of his stock, and reasonable prices and a square deal was his motto then and throughout the 44 years that he was in the diamond trade.

Mr. Smith was a retiring, home-loving man, but was fond of the opera and of high-class dramatic art. In his younger days, however, he was very expert as a fancy skater. He used to skate in company with Professor Agassiz on Fresh Pond. Like many other jewelers, he knew the lure of rod and gun.

Mr. Pike is with us today. His 76 years have silvered the jet black hair and mustache and a slight deafness hampers him to a trifling extent. Apart from that, he is the same tall, straight, spare, alert, clear-headed man who worked so diligently that he was enabled to retire when he was 50 years old.

Precision, extreme neatness and a wonderful facility in expressing himself well are endowments of this very able man. He is a natural born artist and designer and was a master mechanic at his trade. Few professional seamen are his equal at winning races in a pleasure yacht, and he has been a life-long devotee of the rod and gun. He is so gifted at whistling that it is a treat to listen to him. With apparently no effort he can trill like a bird.

"Charlie," as Mr. Brooks affectionately called him, was born on Friend St., but lived a great many years at Jeffries Point. He was commodore of the Jeffries Yacht Club while living there.

Mr. Pike served seven years in the shop of Ripley, Crosby & Peabody in the old Washington building. The pay was $1 a week with an increase of a dollar a week each year. After becoming a journeyman he worked for Thomas Clarkson and then for Mr. Brooms, who made him a partner after the first year.

About 30 years ago Mr. Pike bought a fine home at Winthrop, where he has his own private wharf and landing stage at the rear. His hobby is to sail, fish and shoot in the

CHARLES G. BROOKS

company of his bosom friend, Ambrose A. Martin, a retired builder of pilot boats and yachts

It is said there are today but four diamond-cutting shops in New England, and that they are in Boston. One of the best known of these is that operated by Russell & Sims.

"Eddie" Russell, as he is called by the trade, was born at Brooklyn, N. Y., in 1862. He came to Boston and became "one of the Henry D. Morse's boys." In '82, he was cutting for Randel, Baremore & Billings in Maiden Lane. In '89 for Tiffany, where he stayed 11 years. While with them, he demonstrated at the Chicago World's Fair.

The year 1900 saw him back at Boston where he opened a shop for E. W. Hodgson (now Hogdson, Kennard & Co., Inc.), he being a stockholder in the concern. In 1909 Mr. Russell sold his stock and formed a partnership with Allen D. Sims. They are on the sixth floor of the Jeweler's building, where, besides cutting, repairing and polishing they keep a fine stock of diamonds for sale. The partners do the actual work themselves.

Here are some of the names of men who learned diamond-cutting under the great Henry D. Morse: Jake DeYoung, now living and in business on the seventh floor of the new Washington building; Charles M. Field, living at Melrose; James H. Parks, vice-president of Hodgson, Kennard & Co., Inc.; George H. Hampton, at Tiffany's; William White, David Lindsey, William Clark, George Melville, Charles Brown, Richard Fosdick and Edward Coe.

In closing, it might be well to state that another Boston man contributed an invention that has lightened the lapidary's work. One Passmore got up a machine that will cut semi-precious stones. He went to New York, started the cutting houses of Passmore & Zell, and, later, the American Gem Cutting Company.

When the Jeweler Gives His Son a Job

MOST every jeweler who is married, usually in time has a son or daughter who grows to manhood or womanhood. After the high school then comes college and after the college what? That is a question that has caused a lot of trouble—not only for the jeweler but for other people in business as well. In this instance we are interested solely in the jeweler. Children who have grown to adult manhood or womanhood very often want to follow in the footsteps of their father. This is more apt to be the case of the boy although there are many instances where the daughter desires to enter the business. Some of these young people soon fit in well and become valuable assets to the father's business. But there are many other instances where the opposite situation has developed.

This is very often the case where the father is associated with an active and aggressive partner. Many youngsters just out of college and particularly if they have taken a course in business administration, develop a keen sense of their own importance and ability. They find many things being done by the old firm that does not exactly measure up to the theories they were taught in college. And no matter whether these old ways have been successful money getters or not, the youngster often starts in to readjust things to his own liking—if any authority has been given him at all. And right here is where the clash comes and many times it has resulted in the breaking up of an old and successfully established business. The father usually sides with the boy and the partner almost invariably takes the opposite position. And then the trouble begins. Once friction of this kind is started, it is like fire or a contagion that spreads with great rapidity. It is difficult to combat even if it gets a little momentum. No house can stand that is divided against itself.

Where a partnership exists it is far better to keep the sons or daughters out of the store—unless they are exceptional youngsters or else take them in on the same basis as any other employe. No favors should be granted and advancement made only on merit.

It is a sad thing to see a fine old business split up simply because friction has started from the officiousness of a son or daughter who has an idea he or she is going to revolutionize things. A jeweler, especially if he has a partner, should consider carefully every possible situation, before he admits a near relative into his store.—Detroit Correspondent.

Diamonds
and
Diamond Cutting.

Diamonds
and
Diamond cutting