



Pointers

In considering the purchase of an Engraving Machine the prospective purchaser, in justice to himself should make a few pertinent inquiries on lines suggested below.

Is the firm making the Machines financially able to back up its guarantee if it makes one?

The Eaton & Glover Company has a capital of \$75,000, not one penny of which is invested outside of the manufacture of engraving machines. It makes the manufacture of engraving machines its sole and exclusive business and produces ten machines to every one produced by other makers.

Look up the rating and amount of capital owned by other makers before you place your order. A financially irresponsible maker is a poor person to look to in case you want the guarantee made good.

How about the adaptability of the Machine to your use?

The NEW CENTURY Engraving Machine is the product of many years of experience by practical engravers. The design is first-class, its record in Expositions and competitions shows it to be superior to any other machine.

How about the operation of the Machine?

Does it take long to learn to use it successfully?

Can the engraving be done quickly after it is learned?

Are the Gravers easily kept sharp and can you sharpen them yourself?

How many operations are necessary to do a simple piece of engraving?

The operation of the NEW CENTURY Machine is extremely simple. Many of these machines are operated by boys and girls and doing high grade work. The machine can be mastered in a few hours. We furnish with our outfit a simple graver sharpening device so that any one can sharpen the tools in a few minutes. The simplicity of the machine is shown by the fact that all lines, both shade and hair lines are cut by the same tool. In all other machines if cutting a single script initial on a spoon, for instance, it is necessary to change the gravers twice to do the job.

The New Century Fills the Bill

A Letter from a Jeweler to his friend who asks his Advice

Amite City, La., November 16, 1901.

Friend Richmond:--

Yours of the 14th at hand and was glad to hear from you, especially of your success.

Yes, I have an engraving machine, and to tell you how well I like it is to say, that if I could not get another, no amount of money would hardly induce me to sell it. My business has increased fourfold from its use. A customer comes in make a purchase-- asks for engraving. I tell them to sit down and wait for a few minutes, result: they go away with a pleased countenance and they come again. This speaks more to me than a large volume. If you want to increase your business, and satisfy your customers thoroughly, lose no time in getting one of them. Leave every other kind alone but the Eaton and Glover.



F. E. WILLIAMS,
Augusta, Wis.

Mr. Williams has made a great success with the New Century machine after having used the latest style F. . . . s machine, which he returned.

I have already disposed of my old machine to a friend. I have had no trouble whatever in doing any kind of work. I do nice Linograph work, Monograms on watches, etc.

It is so much trouble to send engraving away, which I had to do before buying the Eaton-Engle, that I could never think of getting along without a machine again. The cost of sending and the delay, and the extra cost of engraving makes added expense, and we can now do just as good ourselves.

It usually takes a good hand engraver to do ring work, but we can do it easily.

Yours sincerely, L. C. INGLE, South Boston, Va.

As to being able to use it, well, a child with ordinary sense can use them after a little practice. Try engraving on something of no value, till you get your hand in, then go ahead.

Place your order at once with The Eaton & Glover Company, 87 Nassau Street, New York, N. Y.

Yours sincerely,

W. J. JOYNTON

November 19, 1901

The Eaton-Engle Machine has more than paid for itself in less than a year in a town of 5,000 people. I used to send my engraving away.

Since I bought the machine I have had loads of work. My business has certainly increased in the silverware line and I have sold large quantities of goods that I would not have sold if I did not have it.

My boy did good work on sterling silver spoons right from the start and was very successful.

Now we have used my old machine for a year, I am going to buy a NEW CENTURY.

None Other so Simple

2400
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How about Seal Engraving?

Do you have to buy Special Type for it?

In the NEW CENTURY Machine we have an automatic reversing attachment by means of which any style of type may be used for seal engraving. This attachment cuts the letter in reverse from *any* of our regular type, and is in strong contrast to other machines where special type cut backwards must be used if seal engraving is to be done, and you must buy a separate set for each style you wish to engrave.

How about the range of the Machine in regard to size of letters?

Can you engrave letters as large as you need or as small as you want from the same Type?

THE NEW CENTURY Machine has the *greatest range* in respect to size of letters of any machine ever made. It will engrave a letter more than one-half the size of the original and from this it will reduce it down to microscopic proportions. It will cut the Lord's Prayer on a pin-head and have plenty of room to spare.

How about the location of the work while you are Engraving?

Is it where you can readily see it without uncomfortably craning forward?

On the NEW CENTURY the work is located *right in front* and directly under the eye and can be viewed through an eye glass if desired while engraving. No other kind of machine has the work in such a *convenient position* and this counts for a great deal when you are in a hurry.



How about Engraving on Slanting Surfaces?

You cannot always have perfectly level surfaces to work on you know! You must be prepared to engrave on any old thing, and this the NEW CENTURY takes care of by its double tilting work holder. It can be slanted forward or back and no article within the range of the machine but can be engraved on it.

No Other so Effective

A Letter to our Canadian Representatives

Messrs. P. W. Ellis & Co.,
Toronto, Canada.

Brighton, Ont., Feb. 11, 1901.

Gentlemen:—I purchased an Eaton & Glover Engraving Machine from you a short time ago, and I feel that it is only fair and just that I should let you know that I am well pleased with the investment. The machine does all that it is represented to do. It does not require any special skill to operate it, the principal thing to learn is the adjusting of the machine to the different sizes of letters and the articles to be engraved, but any person with common sense can do that.

My machine was unpacked about 2 p. m. and about two hours later a lady came in and bought a pie knife and wanted it engraved in half an hour. My clerks were all surprised to hear me promise to have it done. This was my first job. It was ready on time and my customer well pleased with the work. From that time to the present we have not had the slightest trouble with it and one of my clerks operates it as successfully as I can.

I am yours truly,

W. W. PORTE,
Jeweler and Optician,



JULIUS GERHARDT,
Pittsfield, Mass.

Mr. Gerhardt had always done his engraving by hand until he purchased one of our machines, and he now uses it almost exclusively.

I have no wish to enter into a discussion of the merits and demerits of the F..... machine, but one of my competitors here has one, and *we have no difficulty in doing a great many kinds of work that he cannot do at all, and all our work is much better cut.*

My machine has more than paid for itself already. My boy did \$24.00 worth of door plates in one week and I would not part with the machine for twice the cost of it.

W. W. BROWN.

Parry Sound, Ont., Canada.
Feb. 21, 1901.

The Eaton & Glover Company,
87 Nassau Street, New York.

Dear Sirs:—It has been a good investment for me, and would be for any Jeweler; simple in construction and easy to work. I had no trouble in setting it up, and am perfectly satisfied with my investment. I remain,

Yours very truly,
J. A. MORROW.

Littleton, N. H., May 17, 1901

Would say that there seems to be a suspicion in the minds of many Jewelers as to whether your machine will do the work claimed for it by you. Owing to the fact no doubt of the many publications in the Keystone and other Journals, inserted by the F..... s people, but when they get samples and facts from a brother Jeweler it leaves no room for any doubt.

None so Complete

How about Monograms

Will the Machine you have in mind do this Work.

There is no machine made except the NEW CENTURY which has an attachment for doing monogram engraving. Our Linograph outfit enables you to do this and attain effects in many ways superior to what the most skilled hand engraver could get. No other machine has such an attachment and although the maker of another machine promised his patrons nearly two years ago to bring out such an attachment for his machine, he has not done so. Many who bought such machines have returned them, probably because the manufacturer has not lived up to his promises.

Can the Graver cut in all Directions?

Is provision made for taking up wear?

The NEW CENTURY is fitted with the simplest and most practical Rotary Graver ever made. It has cone bearings insuring accuracy of rotation and providing a simple and easy method of taking up wear. Our style of gravers have in a measure been copied by other makers but they have never been able to attain the high degree of perfection found in our tools.

How about Shading?

Do you "have to drive Points dressed at different angles" into the work to produce the required result?

The NEW CENTURY Machine cuts both hair lines and shades with the same tool. All other machines have to cut the *outline* with one tool, which is then removed and another placed in the machine to *shade* the letter. This is absolutely ridiculous and it is almost inconceivable that any intelligent man should stand for such absurdity.

The angular adjustment found on our machine enables the graver to be instantly set at different angles and this makes one tool accomplish as much as twenty different tools "dressed at different angles" in other machines. We doubt if any jeweler would be fooled by the statement that shades must be accomplished with "points driven into the metal;" this would look fine on little silver hearts and other trinkets of tissue-paper thickness.

None so Reasonable in Price

FROM A PROMINENT JEWELER.

Adams, New York, November 14, 1901

I have owned five engraving machines and I have never found but one practical machine and that is the Eaton & Glover Co's. NEW CENTURY. I have one of these and my boy 12 years old does nice work with it. I myself can do hand work but the Eaton & Glover Machine can do better work because it is always in practice. I advertise to engrave all the goods I sell, and it not only brings me more trade, but I am not bothered with exchanges. It is the simplest machine to work I ever saw. My clerk now does all my engraving and that gives me more time to look after trade. The extra time I have to look after trade has already more than paid for the machine.

I had rather have the Eaton & Glover Machine for \$100.00 than to have any of the other five at \$20.00 each. I am no hand to keep a tool or machine that is complicated. The other machines are complicated, and take more time to operate than it would to do the job by hand. Another good thing in the Eaton & Glover Machine: *You do not have to change the gravers from a hair line to another for making the shades, as the other party did when showing me his machine.*

I can sum up by saying it is the most perfect machine I ever saw.

Yours truly,

G. W. WILLIAMS.



J. H. HARVEY,

Portsmouth, N. H.

A well pleased operator of one of our machines.

his work, taking it from a man who has been doing it for the past twenty years for him. If the machine is properly explained to any man who has a grain of mechanical ability, he cannot help using it to great advantage. It will do anything for you if you use judgment. If a failure on anything it is the fault of the operator—not the machine. If the Jewelers knew its merits they would possess one at once.

Yours respectfully,

EDWARD E. BAKER.

Warsaw, N. Y., June 21, 1901.

Regarding the engraving machine, we are very much pleased with it and it is more than you can or do profess on paper. If they ever fail to give satisfaction it certainly must be on account of the operator.

Yours very truly,

ELMER E. ROWE.

Warsaw, N. Y., Nov. 20, 1900.

Messrs. Eaton & Glover, New York.

Gentlemen:—I ordered an engraving machine from you for Mr. Rowe, who I am with. I set it up and have since operated it. I can say without vanity I am doing beautiful work in every conceivable way and on every form of ware.

I asked an undertaker here to allow me to do a sample coffin plate for him. He was so well pleased with it that he has since given me

None to Equal Quality of Engraving.

ENGRAVES ANYTHING.

Norwalk, Ohio, May 12, 1901.

The Eaton & Glover Co., 87 Nassau Street, New York.

Gentlemen:—I had quite a talk to-day with a friend of mine about engraving machines. I showed up mine and he was all carried away with it. Before seeing it he thought I could not do very nice cutting with it; he thought it would only scratch or mark it out, so I did some work for him and he examined it with a glass and pronounced it perfect.

I am turning out some *very* satisfactory work and am very much pleased with our machine. In fact, I can find no fault with it.

You will remember I have only had the machine about four months. The Monogram which I send you is the second one I ever attempted. The first I put on one side of a gold coin for a customer and I have had many a compliment for its beauty.

I have no trouble engraving anything and I have such confidence in the machine that I am not afraid to engrave anything, no matter how valuable it may be. I never have to try it on some other metal first, but adjust the machine and start right out.

When we got the machine I understood that I could engrave anything but umbrellas, and they would bother me, but I wish to say that we have in stock over 200 umbrellas, all prices, gold and silver mounted, and we engrave them free of charge, and I never had one yet that I could not engrave with my machine and do a fine job.

I engraved six forks with one letter of Old English on each, in *three* minutes, and didn't have to change the graver and put in another for the bright cuts, while I was doing it, as is necessary with the latest style F..... s machine.

The angular adjustment of graver on your machine is certainly fine.

Again thanking you for your kindness and assuring you that I am ever ready to lend a hand or a good word to effect a sale of your valuable machine. I have already spoken words of highest praise to my buyers. You have the privilege of using my name for reference any time you may see fit and I will give any inquiry my best and prompt attention,

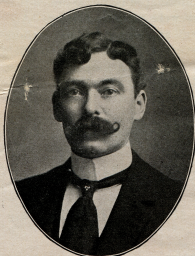
F. J. COLLINGWOOD,
with the C. F. Jackson Co.

Topeka, Kas., Jan. 10, 1901.

Gentlemen:—The machine has given the best of satisfaction. I did all my holiday work on it and did it well too, a thing impossible with the F..... machine. I am very glad Mr. W..... came around when he did and sold me the machine.

Wishing you increased prosperity in the future, I am,

Respectfully, S. FRIEDBERG.



F. J. COLLINGWOOD,
Norwalk, Ohio.

None so Accurate.

How about the Price of the Outfit?

Is the Catalog price one that includes all that is necessary for your work, or will you find out after you have ordered the Machine that it is for the machine alone and that you must then buy a lot of Type and Attachments before you can use it?

The above question is an important one. Our catalog prices are for complete outfits. There is no misrepresentation about it. When you order an outfit from us you know in advance just what you are getting and this includes all that is necessary for the jewelers work.

How about the Awards at the Pan American Exposition?

It may interest the jewelers to know that our machines were operated before the jury by one of our office boys. That all other machines were operated by their makers in person. Therefore it must be assumed that the other styles of machines did all that they were capable of doing. And yet our office boy had a complete "walk-over," and beat out all competitors without trouble. Let this consideration have due weight with you when placing your order. We have the GOLD METAL machines. The best award any other maker got was a Bronze Medal. The Moral is obvious.

Our Machine is Right

Our Price is Right

We are Right in shape to handle your

Order Promptly

Can we have it now? Don't Delay!!

The Eaton & Glover Company

87 Nassau Street

New York

The New Century is the best in the World