

Coal vs. Petroleum.

The *Shipping World* says: "From Glasgow comes evidence of an unmistakable character that oil has been tried and found wanting. The managers of the Laird line, after a long trial of oil on board one of their steamers, have decided, on purely economic grounds, to abandon it altogether as a fuel, having ascertained from practical tests extending over a considerable period, that coal is the cheaper fuel of the two. Accordingly they have had the oil tanks taken out of their vessel and have returned to the use of coal, notwithstanding the fact that the oil tanks and the apparatus for accomplishing complete combustion of the oil cost considerable sum of money."

To Make the Old New.

The following suggestions from an exchange are worth considering in the dull days when sales are not as frequent as the retailer desires, and he gets weary at the monotonous appearance of his windows and shelves:

Half the effect of a new stock can be had by changing around that on hand. Merely taking down and putting up again in the old place, with careful dusting and rearrangement, cleans and freshens any merchandise. By changing its place in the store and disposing it in a new fashion; by piling it on the shelf in a different way and exposing a portion of an article or piece of goods not before seen, an effect of novelty and freshness can be produced which will be at once felt in the cash drawer. New add to this small purchases of actual novelties, and of showy, saleable, really seasonable goods, and you have, for all practical purposes, a new stock. The new purchases need not be large. Five per cent, of thoroughly well-selected and well shown new goods will be enough to liven up and freshen any stock which was originally at all well bought. Five dollars' worth of the right kind of new goods will help off one hundred dollars' worth of the old. Every dry goods merchant knows that a button or some trifle of trimming will sometimes sell an expensive piece of dress goods. It was but a handful of leaven which the woman of the parable took and hid in three measures of meal, but it leavened the whole. It was the quality not the quantity of the leaven which did the work, and so it will be with the little purchases of new goods.



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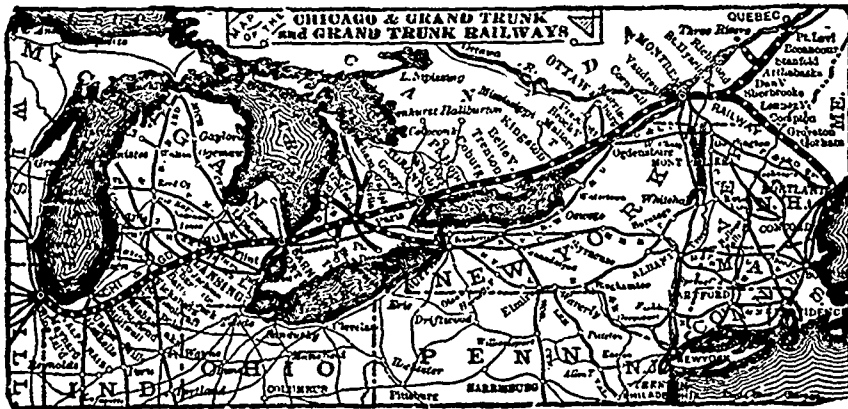
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