

SELLING GOODS TO EMPLOYES.

OPINIONS OF MERCHANTS.

THE discussion in last issue upon the question of the price at which goods should be sold to merchants is continued by two gentlemen, whose letters appear below:

FROM MR. STEWART, OF EXETER.

Editor DRY GOODS REVIEW:

SIR,—We notice your readers are having quite a discussion as to the percentage clerks should pay over and above cost for their goods.

Now, Mr. Editor, could you tell us just what a particular piece of goods costs us? No doubt you will answer: "Look up your invoice." Very good. We do so, and that tells just what the goods cost us in a certain warehouse when bought by us. But the question is what does it cost us when the clerk has it charged up on his bill? We think the cost to us is 10 to 12½ per cent. over and above the invoice price.

The custom with ourselves has always been to charge all employes 10 per cent. advance on invoice prices. This, we think, gives the clerks their goods as near actual cost as we can figure.

We notice some writers favor clerks paying regular retail price, while others say a discount of 10 or 15 per cent. off selling price would be about right. The whole thing simmers down to what is the custom in your particular store. When engaging a clerk it should be distinctly understood at what percentage or discount he shall get his goods, and all clerks should be treated in exactly the same way. Nothing will so quickly and surely break up that harmony and good fellowship which should exist between clerks, as for them to find that some of the older and more favored ones get their goods at special discounts.

And just a word more, Mr. Editor. Don't you think that all clerks should receive their wages every week? Surely the day for clerks being paid at the end of the year is fast passing away, but, sir, you would be surprised to find how many of the country and town merchants hug and cling to the old system of settling up once a year. "Antideluvian, worn-out idea!" What right has any merchant to the money that has been earned by his clerks? Pay the boys and girls every week and pay them every cent that is due them. They earn it; it's theirs, and they should have it. Just imagine, sir, a man who works in what is supposed to be an up to date store giving his butcher an order on his employer to pay for his meat bill. "Most humiliating you say." Nevertheless, it's just what a great many business men are doing to-day, and then Mr. Merchant wonders why his clerks don't take more of a personal interest in his business. It is a wonder, ain't it? Use the clerks well, it pays.

J. A. STEWART.

Exeter, Ont., March 26, 1900.

FROM MR. BRASHER, OF TILSONBURG.

Editor DRY GOODS REVIEW:

SIR,—Re discount to employes. It is a matter I have not considered very much.

It has been the custom for years in this section to allow clerks to have goods at cost with 10 per cent. added, and I have never disturbed the custom.

GEORGE BRASHER.

Tilsonburg, March 24, 1900.

THE PULLEY BELTS PATENTED IN CANADA.

THE trade will be interested in knowing that the famous "Pulley" belts and collars, which Messrs. S. Koch & Sons, of New York, have introduced with such marvellous success in the United States, are now protected by a very stiff patent. Mr. W. L. Beadnell, representing Messrs. Koch & Sons, has just visited Canada in connection with the enforcing of the patent for the belts and stock collars in this country, and has sold the exclusive right for manufacturing and marketing the same to the Canada Featherbone Co., who are well and favorably known to every dry goods firm in Canada.

On another page will be found Messrs. Koch & Sons' formal notice that the Canadian patent office at Ottawa has issued to them, under date of March 16th, 1900, the exclusive patent for these "Pulley" belts and collars, and the announcement is also made that any retailers, manufacturers or wholesalers who handle or sell any imitation of the Koch patent will be proceeded against under the law.

The development, popularity and sale of these articles in the United States have been simply phenomenal. It is interesting to note in this connection that Messrs. Koch & Sons, the inventors, have, as far back as two years ago, made similar belts. At that time the styles of garment were such as not to create any great demand for this form of belt. But with the advent of the new shaped corsets, the long-waisted fronts and short-waisted backs, a more pliable form of girdle than the usual stiff band belt was required. Consequently, when the ribbon belt, with its improved featherbone stays, its boned back and pulley idea in front, was brought out in New York before Christmas it immediately caught on and is now going with amazing rapidity at all centres of trade. The inventors, finding themselves confronted with numerous imitations which were being turned out in inferior goods and marketed at a high price, without a single claim to warrant their existence, decided to secure the strictest registration for their patent, both in the States and Canada, in Great Britain and other countries.

This has now been done, and the notice to which reference has been made, addressed to the Canadian trade, is of considerable importance and should be kept in mind, as Mr. Beadnell and the Canada Featherbone Co. inform THE DRY GOODS REVIEW that the company have no intention of permitting their rights to be invaded in this country in any one particular.

NEW COTTON COMPANY.

W. D. Long, J. M. Young, Alfred Morgan, of Hamilton, and C. T. Grantham, of Yarmouth, N.S., are among those interested in the Imperial Cotton Company, which has a capital of \$750,000. The company proposes to establish a factory east of Hamilton and will manufacture cotton duck. About 500 hands will be employed. Power will be furnished by the Cataract Company, Hamilton.

GERMAN GOODS AND THE TARIFF.

Although the preferential tariff may be raised to 33½ per cent., the export of German textile goods is on the increase, and German manufacturers study this market now more than before, as they want to keep the trade they have, and therefore show always better goods more suitable for this market. This is exemplified by the immense range of German textile goods shown by the enterprising firm of M. Markus, 30 Hospital street, Montreal, who show one of the best selected ranges of German dress goods, silks, velvets, trimmings, and the latest novelties in dress and mantle buttons. The leading German manufacturers are represented by this firm.