

first part, for and in consideration of the covenants to be performed by the parties of the second part hereby agree with the parties of the second part part as follows :

1. To sell goods to members of said order as follows, to wit : will sell all lines of goods in store, or that may hereafter offer for sale at store, at the following named prices (and furnish invoice of same if required), for cash or its equivalent in produce to be taken at the market price :

2. In case that any goods are sold to persons not members of the order as a "leader" or "specialty" or for other cause at less than the above rate, then the same kind of goods shall be sold to all members of the order at such special rate.

3. The party of the first part agrees to show the invoice of said goods to any member of said order having authority of said order, to be copied by said member if he so desires. And the said party of the first part further agrees that will not sell goods to persons not members of the order at the price aforesaid.

The Patrons of Industry, parties of the second part, agree to and with the said party of the first part, to patronize said party of the first part in line of goods, and to protect by their efforts and influence. And the parties of the second part further agree that they will not make known to persons not members of said order the price they pay for goods.

Should any member of the order feel himself wronged by any deal he shall furnish the president of his association with a bill and a description of the goods purchased, giving kind, marks, etc., sufficient to identify them, and said president shall investigate the same, and if he cannot satisfactorily arrange the matter, he shall refer the same to the proper committee, who shall take action thereon.

And it is further agreed by and between the parties that this contract shall be and remain in force for from this date, to be renewed if desired by the parties.

Witness our hands and seals the day of A.D. 189..

In presence of :

..... [L.S.]
..... [L.S.]
..... [L.S.]

This lop-sided agreement, whereby only one party is bound, and that the hapless retailer, is what the merchants of this country are asked to sign by the Patrons. The only condition imposed on the Patrons is that they shall pay cash or its equivalent in produce at the market value. This condition ought to be a salutary one. But can the retailer obtain the same price for an article sold on credit to a Patron, as he can for an article sold to anybody else? If that Patron comes in for an article that sells to other consumers for 35c., and to him for 28c. cash, he will be unwilling to pay the extra 7c. when he has not the cash, and will go to some other store to get a price between Patrons' price and the consumers' price. The credit trade of the Patrons will be very troublesome when access to the merchant's invoices is permitted them. Also the obligation of the merchant to recognize produce as cash will be unpleasant. That is the sort of

cash will be most in circulation. The clause that obliges the merchant to give no other customers the same terms as to the Patrons must surely be a galling spot in the yoke to which the unfortunate dealer bends his neck. He is not to let anybody else have the same bargains, for thereby he would keep them from joining the Patrons. The Patrons may deal where they please. If a bankrupt stock comes into the place when they have money they may go there for bargains, and leave in the lurch the patient dupe who has signed their agreement. The retailer, however, has a loophole. Since he has to produce his invoices when called upon, he needs to have his invoices to suit. Herein he must make the wholesaler his confidant, and be beholden to the latter for two invoices, one a genuine one, the other a fictitious one, but quoting prices sufficiently high to make a 12 per cent. profit remunerative. Thus the retailer can draw a red herring across his guileful track, and make money out of his patron, whose aim is to be equally sharp.

The Patrons try to make the public believe that the Wholesale Grocers' Guild is opposing them, and thus they hope to swell their importance in the eyes of consumers, but the Guild has not opposed them, and has so far ignored their existence.

FINE TEA.

The few use it. And such has been the history of the trade from the start. In this country the people have not been educated to demand a high grade of tea and to pay for flavor. Cheap tea rather than choice tea has been too much the cry of the retail grocer. This subject is prominent with grocers in England, in which country the consumption of tea per capita exceeds five pounds, while here it is about one and one-quarter pounds, coffee being the more favored beverage. English grocers are asking why the people use a poorer grade of tea than is used in Ireland. One of them, in writing to the London Grocer, says :

The grocers have the matter in their own hands, and if they will push low-priced rubbish, which brings them no credit and very little profit, they must expect to find their tea trade dwindle to insignificant proportions, and fall into the hands of people who retail and push higher-class teas ; while they can, if they desire, restore their tea trade to its old-time dignity, and educate the consumer to a taste better for his enjoyment and health, while benefiting themselves at the same time.

I am, etc.,

A LOVER OF FINE TEAS.

Manchester, Feb. 18.

The above will answer quite as well for American grocers. Last year the imports of tea were large, but the declared value of the 89,249,443 pounds imported was little over 15 cents per pound ! This does not indicate a very high grade of tea, and reveals one reason why our people prefer coffee or beer, for the two latter have become national

beverages, we using about sixteen gallons per capita of coffee, and twelve gallons per capita of beer per annum, to about six gallons of tea.

There is both profit and satisfaction in handling fine tea. It makes trade. Customers, as soon as their attention is directed to the matter, will discover that there are pronounced differences in flavor, and come to appreciate the delicate fragrance of a fine leaf, instead of, as now, being satisfied with any sort of an infusion so long as it is warm.

It is not likely that a grocer will sell fine tea unless he is himself a lover of the beverage and can discriminate as to body and flavor, and, last of all, style. People will soon learn that a high-priced tea is very little more expensive than a cheap tea. The Ceylon factors impress upon their customers that their " money can go as far in \$1.25 tea as in a 50 cent tea ; that is, good tea can be cheap." Then, consumers need to learn the art of making tea and acquire the habit of steeping it at the table.

When Japan tea was first introduced into the United States only the choicest kinds were imported. A well-known expert has remarked that had the first imports been such tea as is sold at \$1 for three pounds, the enterprise would have failed. This country should use 240,000,000 pounds annually instead of 80,000,000 pounds, but that day will not come until the average value per pound of the imports of tea is raised from 15 to 30@40 cents per pound. Fine tea becomes a subject of tea-table gossip, and sets tongues a-wagging the same to-day as in Ben Jonson's time. Hence to build up a paying tea trade the dealer should abandon the sale of poor, inferior or low grade tea.—The American Grocer.

SALES OF LOW GRADE BUTTER.

The butter market is having another favorable spell. This time the demand is waited from New York. On Saturday last a considerable quantity was bought up by buyers from that city, who paid good prices for low grade stock. Butter, no better than what was offered in vain for 7c. at this time last year, was taken freely at 11c. The buying was confined almost exclusively to low grades, as the scarcity of fine stock keeps the market here in a good condition, without the aid of any outside demand. The prices are therefore too high for New York buyers to take the best grades, pay the freight charges and the duty of 6c. per lb. that the United States government now puts on imported butter. It is surprising that they can afford to pay 11c. for the best low grade stock. The United States butter men can do much better with such stock than we can. Our processes of making over fail to keep the butter sweet for any long time. They are, on the other hand, wonderfully successful in securing this result. Run into the oleomargarine factories, our poorest butter becomes a constituent of a very salable, well keeping article. The operations of the New York buyers are expected to be continued. If so, the loss on low grade butter will be greatly reduced. At present the stock is small.