THE DAILY RECORD-UNION.

SATURDAY.....FEBRUARY 3, 1883

ADVERTISEMENT MENTION.

Metropolitan Theater—Afternoon and evening.

Lodge Meetings—Union Lodge, A. O. U. W.; Sacramento Commandery, Knights Templar; Lily of the Valley, A. O. U. W.

Dominos—Dale & Co.

Lecture—Hon. Warren Chase.

Meeting—Young Bachelors' Club.

Meeting—Land League.

To Let—Front rooms.

Wanted—Young man.

Wanted—Girl for chamberwork.

Situation Wanted—To run engine.

Notice—Co-partnership.

Notice—Armory Hall Association.

For Sale—Farms.

Races—Agricultural Park.

Auctions.

Bell & Co.—Horses and wagons to day, and general furniture next Tuesday.

LOCAL INTELLIGENCE.

A VALUABLE INVENTION.—George E. Harber, of this city, has invented a self-regulating printer's lamp, which, it is believed by those who have examined it and seen it in operation at the case, will in time largely supersede gas in printing offices, if not for lighting stores and many other public places. The difficulty of using coal oil light at printers' cases has heretofore been that the bowl of the lamp suspended over the case produced a shadow, which left some of the type boxes with less light than others, and the lamp was also itself in the way of type setting and inconvenient. This is entirely overcome by the invention of Mr. Harber, and a stronger, steadier light produced than that of gas, and even more convenient, as it may be raised or lowered at will, being attached to the ordinary gas pipe depending from the ceiling by a rod within the pipe, and held at any desired hight by means of a thumbscrew. Any sized burner may be used with the lamp, and these are screwed into a small receptacle at the end of the cross-bar or tube which conveys the oil from a central horizontal barrel or tank, something in the manner of the German student lamp, but not upon the same siphon principle. There is nothing in the lamp to get out of order. Its construction is exceedingly simple, and it appears to combine the extreme of durability as well as economy for the results attained. One has been in successful operation in the composing rooms of the RECORD-UNION for some weeks past, and the inventor goes to San Francisco to-day to put samples in operation for test in that city. A caveat has been filed upon the invention by Mr. Harber, and a patent will soon be applied for.

OFFICERS COMMISSIONED.—The Governor has signed the commissions of W. H. Dimond to be Brigadier-General commanding Second Brigade; of Walter Turnbull, to be Major-General commanding division of Second Brigade, and of Charles Cadwalader, to be Brigadier-General commanding Fifth Brigade. General Dimond is a native of the Hawaiian Islands, and is now a member of the shipping and commission firm of Williams, Dimond & Co., of San Francisco. General Cadwalader is a native of Pennsylvania, and now President of the Bank of Tehama at Red Bluff, and Chief Engineer of the Central Pacific Railroad for the California and Oregon division. He is a brother of George Cadwalader, of this city. General Turnbull was formerly with Bancroft & Co., in San Francisco, but of recent years he has been a well-known member of the San Francisco Stock Exchange. Yesterday Governor Stoneman signed the commissions of the members of his staff. The names are those recently published in the RECORD-UNION, excepting that H. R. Williar, Jr., of San Francisco, has been commissioned as Lieutenant-Colonel and Aid de-Camp instead of Carleton Coleman, who declined. The Governor also signed yesterday the commissions of Gerhard F. Reck as First Lieutenant Company D, Second Artillery Regiment, Second Brigade, and John [illegible]meyer as Second Lieutenant of the same company. Colonel J. J. Tobin, of San Francisco has received his commission as Assistant Adjutant-General of the State, vice W. B. Burtis, term expired. Some years ago Colonel Tobin served as Chief of Division, staff of the National Guard.

NEW STYLE PHAETON-GIG.—There is at present in the repository of J. F. Hill's carriage factory, J street, between Thirteenth and Fourteenth, a handsome two-wheeled phaeton, or cottage gig, as it is called, built by Mr. Hill for ex Governor Perkins for use on the streets of Oakland. It has already been given a trial in this city, and is claimed by those who have examined it to be the easiest riding cart yet manufactured. It is somewhat on the principle of the old-fashioned "chaise," but much more stylish and lighter. It looks best when the top is down, and is so constructed that it can be used in all kinds of weather. The gig in question is made of the best materials, is finished in first-class manner, but is of modest appearance. It is altogether a "natty" turnout, and the ex-Governor will probably be in its possession long before many of his neighbors will become owners of a similar luxury. They are not expensive, and will probably be "all the style" on the "Riverside" the coming season. The phaeton can be seen at Hill's carriage factory for a few days.

TAXES.—The amount of taxes on the assessment rolls of this county was $332,447 73. Some additions were made to this, which increased the amount charged to the Collector to $333 206 61. Tax Collector A. Heilbron collected $300 314 09, which was paid into the County Treasury. Corrections made by the Assessor reduced the amount to be collected $365 02. One thousand dollars of the collections were paid to the Collector as salary, leaving the amount delinquent $31,627 49. Of the amount delinquent, $18 819 is for taxes assessed to the Central Pacific Railroad Company. Of the total amount delinquent, $8,500 have since been collected, leaving now uncollected $22,127. The delinquent taxes the previous year amounted to $39,690. The taxes delinquent this year are less in amount than for many years.

FROM YOLO.—In the Police Court yesterday John O'Neil was called to plead to a charge of being drunk. He hails from Yolo county, and, when questioned by the Court, said he came here for the purpose of getting drunk, and had been in that condition for a week. He took it, as a matter of course, that he should get drunk. He said he frequently got drunk in Yolo county, but on this occasion he wanted to try Sacramento whisky. He was very indifferent in the matter, but the Court was not, and sentenced him to pay a fine of $10, or be confined in the City Prison for ten days. He is stout, hale and hearty, and the Chief of Police was advised to put him at work.

AGRICULTURAL PARK COURSE.—Robert Allen, who has again leased the Agricultural Park privileges for a term of three years, has taken possession, his predecessor's lease having expired. He will conduct it as in former years, keeping the track in first-class condition and extending full accommodations to stable-owners and horsemen. Announcement is made that on the 22d instant a running race will be held at the park, one mile and repeat, purse $150, free for all, Blood Horse Association rules to govern. Also, on same day, a pacing race, free for Sacramento horses, purse $50, to rule. Entries for both to close on the 10th.

COUNTY TREASURER SETTLEMENTS.—Yesterday the Treasurer of Los Angeles county settled with the State, paying into the treasury the sum of $115,846 21; also Sierra county paid $7,027 50 and Tuolumne county $11,247 77. This leaves but four counties yet to settle for State taxes—Lake, Lassen, San Bernardino and Merced. The counties of Humboldt, Modoc and Del Norte are not required to make a settlement until April.

CHANGE OF BUSINESS.—Joseph Wiseman, late of the K-street baths, has entered into partnership with James H. Sullivan in the insurance and real estate business. The office will be at 1007 Fourth street, between J and K. The gentlemen are both well known in this city, having resided here for a number of years.

CREEDMOOR SEAMLESS BALS for boys, warranted positively not to rip, at Hale's stupendous clearance sale. *

A FINE LINE of black brocaded silks at $1 25 per yard. Value to be found at Hale's stupendous clearance sale. *

BRIEF NOTES.

Twenty-five emigrants will arrive from the East by this afternoon's train.

The Trouvelot astronomical drawings, with manual, have recently been purchased for the State Library, at a cost of $100. The drawings include fifteen large plates, showing views of the sun, planets, constellations and comets.

Yesterday, in the Superior Court, Presley Dunlay, Judge pro tem., filed the findings in the case of W. Hogden vs. J. I. Underhill. They are in favor of the defendant. The case embraced the title to the land on which are located the ways of the Central Pacific Railroad, located in Washington, opposite I street, in this city.

An action brought by M. Madder, contractor, for work done at Con Mooney's cock-pit, on K street, and for work done at Armory Hall at the time of the recent walking match, came up in Justice Tubbs' Court yesterday. The case grew out of a disagreement as to the value of the work done. The testimony was taken and the case then continued for argument.

"CAMILLE."—The management of the Metropolitan Theater placed upon the boards last night for the edification of a Sacramento audience one of the best plays that has been before the public for many years. "Camille" is a well known drama, though it has been four years since it has been before the public in Sacramento. It was announced in the hands of Mrs. F. M. Bates, one of Sacramento's favorites. Last night she sustained her reputation. There is no need to synoptize a play so well known to the public, but of the people personating the different parts it is only right to say that they were excellent in their various parts. Mrs. Bates has greatly improved since she was here last, and gave one of the finest representations of that character that has ever been presented to this people. While her idea of the character differs a great deal from that of Helen Western, it is a superior conception of the part. Among the male members of the company, James M. Ward was good; so was William M. Lansing; but the only one who showed any real ability among the male portion of the company was R. C. White, in the character of Mons. Duval. At the matinee this afternoon "Camille" will be presented, and tonight will be given the sensational drama of "Under the Gaslight." As Snorkey Mr. Ward is said to be without a rival. Heretofore there has been just complaint about the warmth of the theater. Last night it was warm and comfortable in every part, the management having placed under the auditorium a stove of sufficient capacity to make the whole building comfortable, notwithstanding the exceedingly cold weather.

ARRESTED FOR WIFE BEATING.—Yesterday officer Frazee arrested Robert Lindsey, a blind negro, on a warrant charging the negro with disturbing the peace. The man is a well-known character in this city, having been recently engaged in selling quassia-wood cups on the street corners, to be used for medicinal purposes. He has been located in the Capitol building since the Legislature met. He lives on L street, between Sixth and Seventh, in a house owned by William Neidhardt. His landlord swore to the complaint yesterday on which the warrant was issued. The wife-beating has been of frequent occurrence, and Chief Karcher, by request, notified him some time ago that he would be arrested if it was continued. The woman could be induced to make no complaint, probably through fear of her lord and master. When arrested Lindsey was very indignant that any one should interfere with his domestic affairs. He said he was a citizen of the United States and a resident of Sacramento, and that it was against the Constitution of the United States to interfere in his family affairs. After reaching the station-house he began to argue the question, and it took three men to take him to a cell. The proof of the crime alleged is abundant, and this morning Judge Henry will pass upon the "constitutionality" of the question. Some time ago Lindsey was sent from this county to the State Prison for a term of two years for an attempt to commit rape. At that time he was not blind. Some time after his release from prison, and about a year ago, he was married.

HERE AND ELSEWHERE.—The polar wave predicted by the Signal Service Officer came with a vengeance yesterday, and accompanied by a high wind. The sun shone brightly all day, and the thermometer reached at one time as high as 42°, but a large portion of the day it was below freezing. At 12 o'clock last night the wind was still blowing, but with a reduced velocity. Of the weather elsewhere Sergeant Barwick says: A high barometer, with westerly winds, and generally clear and cold weather, prevailed along the Pacific slope last night at 8 o'clock. The temperature at that hour was as follows: Olympia, 23°; Portland, 18°; Roseburg, 23°; Red Bluff, 30°; Sacramento, 32°; San Francisco, 41°; Visalia, 33°; Los Angeles, 44°; and San Diego, 49°. At 12 M. yesterday the temperature at Salt Lake was 15°; Denver, 10° below zero; North Platte, 9° below zero; Omaha, zero; and Yankton, D. T., 8° below zero. The weather was cloudy at Salt Lake and Denver, with light snow at North Platte, Omaha and Yankton.

ANOTHER FROM YOLO.—Yesterday forenoon two denizens of lower L street, named Alice Booth and Hattie Holmes, were arrested on a charge of embezzlement, preferred by a man named Davis. He hails from Yolo county, being a resident of Davisville, and an engineer by profession. He claims to have left $68 75 in care of one of the women yesterday morning at an early hour, and when he returned for it in the forenoon the woman denied that he had left any money. Chief Karcher and officer Jackson arrested the women, who gave bail in the sum of $500. They claim the man was drunk when he reached their place, and did not know what he was doing. This is denied by the complaining witness, who says he never was drunk in his life. The matter will be fully investigated before Judge Henry this morning.

THOSE SMALL-POX CASES.—In regard to some cases of small-pox recently reported to be down the river, W. H. Myers, Postmaster at Courtland, under date of January 31st, sends the following communication to the RECORD-UNION: "I see by the papers that there are three cases of small-pox near here on the river, but there is no truth in the report. A young man by the name of Ryon came from the East by the southern route, and stopped at Mr. McAnalley's, where his sister resides. He was taken down with small-pox, and died last Saturday. So far there is no case whatever, excepting the one mentioned above, and we hope there will be none."

A BOLD THIEF.—Last evening about 8 o'clock Mr. Lithauer, who keeps a clothing store on J street, heard an unusual noise at his store door, and stepping out, discovered that a stand containing a coat and vest was missing. He went directly to the police station and reported the theft. Chief Karcher started away from the station with Mr. Lithauer, and in about five minutes returned with a young man and the coat. The vest was gone, but the coat he was carrying on his arm. He gave the name of Wm. Davis. He is a stranger to the officers, and evidently has just arrived in town.

AUCTION TO-DAY.—Bell & Co., auctioneers, will sell this morning at 11 o'clock, in front of salesroom, No. 916 J street, one six-year-old mare, kind and gentle; one business buggy (Meister, maker); one set single harness, whip and lap robe; also, one spring tooth harrow, one two-seat spring wagon. The same firm will sell on Tuesday next the entire household furniture of the residence recently occupied by D. M. Kenfield, southeast corner of Sixteenth and O streets. Among other things a Steinway piano, with stool and cover, will be sold.

POLICE COURT.—Business was transacted in the Police Court yesterday as follows: John O'Neil, drunk, pleaded guilty, sentenced to ten days in the City Jail; Ah Jung, visiting an opium den, continued to February 3d; Ah Chue and Ah Lung, smoking opium, pleaded guilty, fined $5; Ah Jo, keeping an opium den, continued until to-day; Henry Johnson, battery and disturbing the peace, continued until to-day; Ah Hing, receiving stolen property, continued until to-day.

ANOTHER OPIUM DEN RAIDED.—Yesterday morning in the Police Court, a lot of cases of visiting an opium den were disposed of, and last night, about midnight, officers Carrol and Farrell raided another den on I street. They only succeeded in capturing two young men, the proprietor and some other Chinamen escaping. The men arrested were H. C. Martin and Thomas Reed. They were charged with visiting an opium den. They each deposited $10 and went on their way rejoicing.

SOCIAL AND PERSONAL.

Creed Haymond returned from Nevada City yesterday.

Harry V. Reardon, of Nevada City, came to Sacramento yesterday.

Daniel W. Gelwicks, editor of the Oakland *Independent*, is in the city.

Claus Spreckels and John D. Spreckels are among the overland passengers to arrive this morning.

Philip Maux, of Marysville, will arrive home by the Central Pacific overland train this morning.

Captain George Goodman, manager of the California Stone Paving Company, was in the city yesterday.

A birthday surprise party was given to L. C. Montfort, at his residence on Twelfth street, near K, on Thursday evening, by a number of friends. He was the recipient of some handsome presents.

Arrivals at Golden Eagle Hotel: A. J. McPike, Vallejo; H. V. Reardon, Nevada City; C. E. Hastings, New York; James Thoma, Chicago; A. H. Rose, Oakland; Mrs. R. Cosner, Colusa county; E. F. Hink, Woodland; W. C. Crossette, Folsom; J. D. French, Connecticut; E. P. Talbot, Lassen county; G. L. Darling, S. H. Franks, Creed Haymond, W. B. Calvert, Harry Baldwin, Dr. J. P. Mooklar, George Simmons, San Francisco.

The thirteenth annual ball of the Undine Boat Club, which has been looked forward to anxiously by the society people of Sacramento for some time past, took place last evening. Mrs. E. B. Crocker kindly tendered the Club the use of the art gallery for the occasion. This was handsomely decorated. The Undine party has for some years been the only annual full dress party given in Sacramento during the society season. The supper was gotten up regardless of expense, and under the direction of Henry Fisher as caterer. The officers of the club are: A. J. Johnson, President; J. P. Wiseman, Vice President; E. C. Barrell, Secretary; Wilbur F. George, Captain; C. H. Parsons, First Lieutenant; E. L. Craft, Second Lieutenant, and W. F. Huntoon, Third Lieutenant. The Reception Committee for the ball were Howard Kimbrough, C. R. Parsons, E. L. Craft, C. K. McClatchy, R. O. Kimbrough, G. A. Miller and A. V. Boyne. The floor director was A. J. Johnston. The floor managers were Wilbur F. George, Clinton L. White, E. C. Barrell, J. P. Wiseman, W. F. Huntoon and C. W. McKillip. The programme of dances is the neatest ever prepared for a party in Sacramento, and deserves more than a passing notice. It contains four pages, including the inside pages of the cover. The inside of the front cover contains the list of officers of the club. On the first page are the words: "Thirteenth Annual, U. R. C. Crocker Art Gallery, Friday, February 2, 1883." The second and third pages contain the order of dances, eighteen in number. On the fourth page is shown a ship under full sail, while the inside of the last cover contains the names of the members of the committees having charge of the evening's entertainment. The whole is elegantly covered with plush in different colors. The front contains a bird holding a scroll on which is the single word "Undine." The number of invitations to the party were limited. Governor and Mrs. Stoneman were present, and also several members of the Legislature. There were a number present from San Francisco, Oakland, Stockton and San Jose. Following is a complete list of those present: Gent'emen: William Beckman, A. Abbott, W. P. Coleman, George E. Bates, A. C. Freeman, Wm H. Ross, Fred R. Remer, Harry Russell, J. H. McNasser, C. E. Wright, C. F. Houghton, A. L. Hart, George A. Miller, William F. Huntoon, A. J. Johnston, E. C. Barrell, F. G. Waterhouse, F. L. Richmond, F. F. Ribbets, W. Wood, W. C. Van Fleet, W. A. Houghton, J. Q. Brown, J. Q. Brown, Jr., W. F. George, C. L. White, George W. Jacksen, Alexander Neilson, D. H. Bibb, D. McKay, E. J. De Pue, J. F. Ramage, J. H. Parkinson, William E. Briggs, F. D. Ryan, R. D. Scriver, J. O. Wiseman, C. K. McClatchy, Ed. R. Hamilton, W. W. Grissim, H. J. Kilgariff, H. G. Smith, J. T. Carey, F. B. Martin, A. H. Estill, F. B. Houston, H. A. Heilbron, Thomas Madeley, W. H. Hare, G. L. Darling, Dr. Gardner, J. M. Hawkins, C. W. McKillip, Frank Lighston, William McLaughlin, Flood Flint, William Lyon, James Steffens, Howard Kimbrough, E. B. Carroll, Fred Griffith, John McNeil, H. A. Marvin, W. R. Clunes, E. W. Townsend, James McClatchy, A. A. Van Voorhies, T. B. McFarland, W. M. Hatch, John A. Gill, Albert Gallatin, G. G. Tyrrell, W. K. Cothrin, George Gale, R. W. Burtis, J. J. Fitzgerald, A. G. Booth, W. R. Ormsby, E. T. Johnson, Al. Booth, H. W. J. Dam, H. J. Willey, George Stoneman, P. J. Shields, Charles S. Parsons, H. G. May, Fred Cox, F. B. Adams, Henry Edgerton, D. McClure, F. M. Marshall, Harry Breckenfield, George B. Katzenstein, N. D. Rideout, A. A. Redington, John Daggett, W. B. English, —McCord, Mr. Hale, C. H. Maddox, R. W. Lewis, William Beck, R. P. Lane, E. J. Rhodes, W. W. Kellogg. Ladies—Mrs. E. B. Crocker, Mrs. Governor Stoneman, Mrs. David McClure, Mrs. William Beckman, Mrs. A. L. Hart, Mrs. Joseph Steffens, Mrs Ed. Hamilton, Mrs. H. G. Smith, Mrs. John T. Carey, Mrs. John McNeill, Mrs. W. R. S. Foye, Mrs. C. H. Ross, Mrs. Fred. Birdsall, Miss Jennie Lindley, Miss Mamie Russell, Miss Emma Felter, Miss Fannie Hubbard, Miss Florence McKune, Miss Fannie McClatchy, Mrs. W. A. Houghton, Misses Stevenson, Mrs. William Lyon, Miss Ella Smith, Misses Tyrrel, Misses Garfield, Miss Mamie Batcher, Miss Emma Arnold, Mrs. George Gale, Miss Mamie Wiseman, Miss Hattie Knox, Miss Ella Bontwell, Miss Alice Felter, Miss May Woods, Miss Bassie Crouch, Miss Lottie Wilsey, Miss Laura Graham, Mrs. H. D. Nash, Mrs. Albert Gallatin, Mrs. W. G. Williams, Mrs. N. D. Rideout, Mrs. G. G. Tyrrel, Mrs. Geo. E. Bates, Miss Nellie Dunlap, Mrs. A. A. Van Voorhies, Mrs. R D. Scriver, Mrs. Maggie Breen, Mrs. C. H. Hubbard, Mrs. James McClatchy, Mrs. Fred Griffith, Mrs. Wm. T. Crouch, Mrs. R. W. Lewis, Mrs. Chas. R. Parsons, Mrs. W. R. Clunes, Mrs. Henry Breckenfeld, Mrs. Henry Edgerton, Miss Hale of San Jose, Miss Eva Boobar, Miss Lou Buckminster, Miss Mamie Findley, Miss Mary Cutter, Mrs. A. A. Redington, Miss Brinkerhoff, Miss Ethel Sperry, Miss Laura Witherly, Miss Gertie Moore, Miss Frankie Hignitt, Mrs. F. G. Waterhouse, Mrs. Alexander Neilson, Miss Clara Orth, Miss Minnie Sharp, Mrs. McCord, Miss Nellie Pierce, Miss Ada Josselyn, Miss Lillie Wilcox, Miss Lizzie Beck, Miss Alice Nottingham, Mrs. George W. Jackson, Mrs. D. H. Bibb, Miss Ella Locke, Miss Emma McClatchy, Miss Mamie Crouch, Miss Nettie Hamilton, Miss Minnie Perry, Mrs. R. W. Lewis, Mrs. Edwin Rhodes, Mrs. W. W. Kellogg, Mrs. Charles Maddux, Miss Mollie Luther, Miss Jennie Wise, Miss Belle Johnston.

SUPERIOR COURT.

FRIDAY, February 2, 1883.

DEPARTMENT ONE—MCFARLAND, Judge.

Estate of J. W. Cosgrove, deceased—Decree of due notice to creditors entered.

Guardianship of Angelo B. Brown, incompetent—Petition filed and set for hearing February 12th.

DEPARTMENT TWO—MCFARLAND, Judge.

P. H. Murphy vs. H. R. Lewis—By consent, judgment entered in favor of plaintiff for $365 and costs.

G. M. Colton vs. H. S. Beals—Continued for the session.

Mary A. McCabe vs. J. O. Sherwood—Continued for the session.

G. Valensin vs. Caroline McCauley—Continued for the session.

Catherine Matzen vs. Jefferson Wilcoxon—Continued for the session.

Elisha Hogaboom vs. Ruben Christansen—Continued for the session.

Al. Toland vs. A. Heilbron—Continued to February 6th.

Simon Bros. & Co. vs. J. P. Floberg—Fifth cause of complaint struck out, and judgment for plaintiff entered for balance.

Mary A. Cross vs. Sacramento Bank et al.—Reset for March 1st.

Reclamation District No. 3 vs. Charles Goldman—Continued to February 6th.

DEPARTMENT TWO—P. DUNLAP, Judge pro tem.

W. Hodgen vs. J. I. Underhill—Findings filed in favor of defendant.

A cubic inch of gold is worth $210; a cubic foot, $362,380; a cubic yard, $9,797,762. This is valuing it at $18 an ounce. At the commencement of the Christian era there was then in the world $427,000,000 in gold. This had diminished to $57,000,000 at the time America was discovered. Then it began to increase. Now the amount of gold in use is estimated to be $6,000,000,000.

He came home the other night in a drizzling rain; soaked inside as well as out. "What excuse have you to offer," said his better half, "for coming home in such a beery condition?" "None, my dear," was his answer, 'cept 'twas a very muggy day."

WHY are people always contented with their purchases at Longton's People's Market, J street, between Sixth and Seventh? Because his game is always fresh, poultry the best in the city, vegetables, fish, fruit, etc., inviting, and last, but not least, the market a model of neatness and prices the lowest consistent with good goods. *

NO DIMINUTION in the unparalleled success of our stupendous clearance sale, simply because we are offering daily goods at prices never before known on this coast. Call and be convinced. Hale Bros. & Co., Ninth and K streets. *

ARCTIC WAVES increase greatly the demand for our line of ladies' all-wool, red, knitted underwear at $1 per garment, excellent value, at Hale's stupendous clearance sale. *

THIS (SATURDAY) MORNING we offer an extra heavy brown muslin at 13 yards for $1; good value. Hale's stupendous clearance sale.*

AMONG THE MANY choice bargains to-day will be found a colored border, fringed table damask. Price cut to 40 cents per yard. Hale's stupendous clearance sale. *

ALL-WOOL French Cashmeres, in colors, reduced to 50 cents per yard, at Hale's stupendous clearance sale. *

"THE BEST YET"—an all-wool black Cashmere, 48 inches wide, only $1 a yard, at Hale's stupendous clearance sale. *

DOMESTIC GINGHAMS, in great variety, 12 yards for $1, at Hale's stupendous clearance sale. *

WE are offering a good bed-ticking 10 yards for $1. Ask to see it at Hale's stupendous clearance sale. *

ROCK AND RYE cures colds, coughs and bronchial diseases. G. W. Chesley, agent. *

EXTRA heavy honeycomb bed spreads, $1 50 each, at Hale's clearance sale. *

A BUSINESS SYSTEM.

HOW GOODS ARE SOLD BY THE COUNTRY ORDER METHODS.

Some Account of Country Orders—The Strange Habits of Some Customers—How Mail and Express Lines Carry Goods

There can be no successful business carried on except systematized methods are observed. While system will not in itself insure success, the converse is true that success will bring with it, or rather must be accompanied by, regular methods. The more multifarious the transactions, the larger the volume of trade, the greater the necessity for rigid adherence to that system which experience has tested and proven to be the best adapted to the needs of the pursuit. It follows almost as a certainty that where you find the enforcement of exact methods, there is a flourishing business; for as thrift in business is the result of economic management and the observance of the laws of trade, wherever it is manifest you may be sure that there has been following the first law of all, and that is the observance of correct methods. We can no more expect

FIGS FROM A THISTLE BUSH,

Than success and gain from improvidence, confusion and disorder. If one looks about this city for the examples that may be expected of the operation of these laws, it will be found in many a business house, and it must be admitted, there will be found some examples of the non-observance also. It may be stated with honest pride, however, that in the majority of cases in Sacramento there is the observance of the most approved systematized methods in the conduct of business, and to that is due in a large degree the success that has attended trade here, and has advanced the commercial importance of the city, and this is said because the people have recognized the regular methods of the merchants of Sacramento, and the results flowing therefrom, and have been attracted by them to extend their patronage to the traders of this market. Men, the world over, recognize, admire and respect order, promptness, neatness, and all the beneficial results that flow from disciplinary methods. As an exemplification of this, witness in one of its simplest manifestations the attractiveness there is for all men in the orderly and regular movement of a large body of troops, and in the methodical and symmetrical disposal of men in the ranks of an army.

A STRIKING EXAMPLE

Of the results of correct systems in business, and the strict observance of business methods, is found in what is known as the country order business of Sacramento. In no city of like importance in the country is that system carried out with so near an approach to perfection; and in no house of the city, probably, is it profited by more fully than in the Mechanics' Store, conducted by Messrs. Weinstock & Lubin. At the time that firm engaged in trade here, the country order business was comparatively unknown, whereas at this time it is one of the leading business interests of the city, and is engaged in by a large number of houses, but by none to the extent shown by the business of that firm. If there should be any doubt on that point a visit to the establishment, and by the reporter or the stranger, to the Country Order Department will completely dispel it. It may be here stated that since the inception of the country order business it has

INCREASED THE MAIL TRANSACTIONS

Affected directly by it three times their original volume, and the carriage business of Wells, Fargo & Co.'s in the Package, Letter and Remittance Departments quite as much, as is manifested in the transactions of the local office. It will be of interest somewhat briefly to glance at the methods by which these results have been accomplished, and which have brought the country order business to its present high state of prosperity, and makes it so large an item in the aggregate of the business of Sacramento. In the first place, by country order business is meant that system by which people living at a distance from any given center of trade may, through the cheapest and most convenient avenues, order any given article or number of articles from the trader at the business center without the intervention of the middle-man, commission merchant or purchasing agent. It is obvious that it this can be accomplished at the minimum of expense, and so as to secure to the purchaser the same advantages he would enjoy if buying in person, and enable him

TO PURCHASE IN ANY QUANTITY,

From a ten-cent value to one amounting to hundreds of dollars, with precisely the same care exercised in his behalf in the one case as in the other—then the system is to his great benefit. It enables him to save the expense of frequent, or even of any trips to the market; it conveys to him his goods as needed, and reduces the necessity for large expenditure at one time; he receives the articles he desires by the speediest and most economical means of transportation; and lastly, but by no means least in this catalogue of benefits, it breaks up the natural tendency to run accounts and become involved in debt, than which no greater misfortune can befall a family. But there is a collateral benefit to the buyer, which is indicated in the opening sentences of this article. If he can be brought to a full appreciation of it, the entire and full purpose of this article will have been accomplished. It settles the buyer, after a short experience, into a system of doing business that is of inestimable benefit to him, and which reflects itself in his home affairs, his family, and in his local transactions with his neighbors. The buyer is brought into direct and often severe contact with this system, and he soon learns how correct commercial men conduct business. If his transactions with such a department continue for any considerable time, he learns:

1. The absolute necessity of EXPRESSING himself clearly.

2. The absolute necessity of WAITING concisely and clearly.

3. The necessity of CARE in transmitting money, in signing letters, in addressing communications, in description, in calculating totals.

4. It teaches the COMMON COURTESIES due in correspondence.

5. It shows him how perfect accuracy is attainable, how necessary systematized methods are, and how easy it is to introduce discipline and agreeable methods into the commonest transactions of life.

There is warrant for these statements because buyers who at one time were scarcely competent to the task of ordering the simplest article properly; who could not transmit the smallest sum without error; who misdirected letters, sent off communications without signatures or date, and were obscure in description and confused in expression; who assumed that the merchant knew all about him and his, and the sizes of the clothing he and his wore because of some long-past purchase in that line who could not realize that there were any other buyers in the world to attend to but him; who forgot that the merchant did not know just his desires, tastes and wishes without their being set forth. All such have very soon come to a full realization of the necessity, virtue and usefulness of brevity, clearness, precision, and all other prerequisities to a well-ordered business transaction. When a man becomes a good, courteous and reliable buyer, one-half of his business education is accomplished, and the benefits he receives must correspondingly be reflected in his home and personal affairs.

IT WOULD BE EXCEEDINGLY INTERESTING

To go into an elaborate description of the methods by which Weinstock & Lubin carry on a country order trade, through the express and mail lines, with hundreds of customers daily, with the minimum of annoyance, mistake and loss of time; but it would take more space than can be given. It involves one of the most intricate, and yet one of the most harmonious systems of business known. It is the result the visitor learns, not of observation in other markets alone, but of their own experience, and stands forth as an invention of their own.

In the whole store are employed from 150 to 160 people, of which the Country Order Department requires from 35 to 40, and it may here be remarked, parenthetically, that a large number of these are women and young girls, and not a small number are lads who are being educated to correct business habits, and inducted into a business system that must go far toward the molding of all their after lives.

THROUGH IT THERE IS SCARCELY ANY DEMAND

Which the distant buyer can make that this house cannot fill, and with more care and better judgment in the majority of cases than can the buyer himself. This is much to say; but its truth will be realized when it is remembered that a skilled and thoroughly informed buyer can do better in the markets of the day than can the casual purchaser. The house though carrying the largest varied stock of goods upon the Pacific Slope, in such a system must, of course, be frequently called upon to fill orders for goods that it does not, as a regular thing, carry in stock; but it fills them ALL nevertheless, and to do so has established relations with all the leading establishments in every reputable line of trade in Sacramento and San Francisco, and keeps selectors constantly in the market to supply just such demands, from the matching of a shade of zephyr to the forwarding of a thresher. The system in this respect, therefore, has developed into a purchasing agency, but shorn of all the expenses that attach to an independent system of that character.

Let us, for a moment, consider the general methods by which the Country Order business is conducted. There are fifteen distinct general departments in the establishment. An order arriving may contain requests for goods from each one of these departments. On its receipt, it goes into a section of the department which is devoted wholly to the recording and proper identification of the order, and the entering of the first steps in the history of the transaction, one of which is to give it a letter and number by which it is ever after identified. The money sent is then entered and carried into the cash system of the store, by book-keepers whose exclusive business it is to do so. The order then passes to a department in which the demands are segregated and distributed to the different supply departments, and order sheets for each are made out; but as to the exact and elaborate detail by which this is accomplished, and the peculiar cipher system through which time—an important factor in this business—is economized, it is not necessary to refer in detail. Suffice it to say, that it calls to its work a number of skilled persons, and

RESULTS IN THE MOST RAPID EXECUTION

That is known in all the history of order-filling. While the order is on its road to the goods' departments, the money that accompanied it is being identified, segregated and its history and character being recorded, and the account with the purchaser fully and thoroughly opened, not only upon the books of the department, but upon the ledgers of the firm in the general office. In the mean time, as the order travels it is accumulating history upon a sheet that accompanies it, and on which every transaction concerning it fully appears, to the minute fractions of the hour in which the thing done was accomplished. When the departments have filled the order, and the goods are returned to the Country Order Department, a system of proving, examination, justification and distribution is entered upon, that for rapidity and precision has no superior in the annals of business. For it will be seen that A's or B's order, running to ten or fifteen departments, cannot be taken by itself and filled. Such a system would consume time to an extent that would destroy the usefulness of the whole scheme. On the contrary,

THE HUNDREDS OF ORDERS

Are segregated as to departments, and not as to individuals, and hence, when returned to the original department to be forwarded, there must be a renewed segregation and a restoration of the goods to their original character as regards contemplated ownership. This is accomplished by the most ingenious methods, and involves the highest mercantile skill. The history of the transaction must, at this point be again glanced at, for it now enters upon a new phase. With the descent of the goods from the selectors, they must be charged against the credit that appears upon the books for the purchaser, and the goods being examined and adjusted, the account must be balanced and found to agree both on the credit side with the order given, and on the debit side with the order filled. The account passes in rapid succession to the bill balancers; the bill is made out, its history recorded anew, and the transaction at last reaches the Caligraphic correspondents, who inform, in printed letter style, the purchaser of what has been done, setting out what, if any, obstacles have been met with in filling the order; what substitutions, if any, have been made; what money, if any, remains to his credit, for so much of the order as is not yet filled, and inclosing

A HOUSE CHECK OR CERTIFICATE

For the same, payable on sight, and such other matters as are necessary to set forth. In the meantime the order, and its history, accompanying and accumulating, have been prepared for filing, and with the conclusion of the letter are pigeon-holed according to a new and improved system, by which, even after the lapse of years, it can be instantly found. The history of the whole transaction has also in the meantime been carried upon a system of index books, by which every feature of the whole matter can be established and reached at any time thereafter, and which is altogether too elaborate to be explained here. The goods in the meantime are passed to the packers' department, and by a new and ingenious method, calling for the use of an automatic distributing table that is the invention of one of the firm, the packages selected and arranged according to time-tables, so as to insure the earliest departure possible to every package, and the most rapid and careful packing. They then go to the postal clerk's department, are again checked off against the history of the whole transaction and declared ready for mailing, after which, when due entry has been made, the messengers receive the goods in packages, receipt for the same to a moment of time, and they are delivered at the Postoffice or express station.

BUT THIS IS NOT ALL OF THE SYSTEM.

There come, the visitor learns, to the department letters and orders without signature, without money inclosure, without address, without sufficient specification to enable the desire of the purchaser to be ascertained; or the letter comes by mail and the money by express, and the arrivals are not simultaneous; or the letter is by mail, and the manner of dispatching the money is not indicated; or the money arrives without a word of designation to indicate from whence or whom it came; or on the return of goods by a purchaser—for the house permits the exchange of goods wherever it is possible to be done, and spares no pains to see that the customer is finally and fully satisfied—more money is inclosed, and,

STRANGE AS IT MAY SEEM,

It is often hidden in some remote part of the package, as in the toe of a shoe or the extremity of a stocking, or the inner fold of a package, etc. All these things call for a new department, the duty of which is to ferret out and identify all unidentified letters and packages of money; to correspond with points that will possibly throw light on some blind transaction; to work from the clue of comparison of handwritings, the color of paper, half-obliterated postmark, the complaint of a correspondent at non-receipt of ordered goods, as they have not arrived. From these and other clues, and after a flood of correspondence, this detective department in time solves all problems, and converts the indolent, careless and forgetful buyer into a correct and careful and precise buyer. Here, then, is brought into play a new and totally distinct system of bookkeeping, which is far too elaborate for explanation at this time, even were that possible. Suffice it to say that it is best comprehended by those who have had the curiosity to examine it in working detail.

OVER ALL THIS VAST BUSINESS

The most constant and watchful care is exercised, and the most untiring supervision, for in the extensive ramifications of such an establishment there must be no sluggards, no mistakes that human prudence can prevent. There must be made up also every day a complete and perfectly clear exposition of the business of the day, and a showing of the whole business of the department upon a balance sheet for the examination of the overseeing eyes of the firm, who note every detail, and are informed of every matter in all their vast establishment.

The system results in these things:

1. The filling of orders in a manner not even possible to the purchaser if present in person, for the reason that those who act for him are, nine times out of ten, more skilled than he, and because the responsibility being upon the house, it is to its interest to insure complete satisfaction and save the labor and the loss consequent too often upon exchange.

2. It insures the filling of an order, notwithstanding all the detail involved, far quicker than is possible to any other system, because those whose task it is are rapid by reason of practice, and because the whole system of detail is like a delicate but intricate piece of machinery, so adjusted that there is the least possible friction. When one wheel moves the whole mechanism is operated, and the result is as exact as is the case in a fine watch, which, while it may contain a hundred different parts, the relation of each to the other is such that, with the slightest movement of the mechanism, the result is marked instantly upon the dial.

MISCELLANEOUS.

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