

COMMERCIAL AGRICULTURE.

Something Necessary to the Farmer who Would be Successful.

In order to attain a high degree of excellence in agriculture, writes Alexander Hyde in *Country Gentleman*, it is not sufficient to know how to raise good crops, to herd good stock and make good beef and butter. Skillful production is one thing, skill in buying and selling is quite another thing, and it is for the want of this commercial skill that so many farmers just scrub along and make the ends meet, but never have a good bank account. The great majority are satisfied if the sales of their products are sufficient to furnish groceries, dry goods and other supplies for their families, and leave a balance to pay taxes. This is simply saying that most farmers, while they are industrious workers, faithful to their families, and good, honest men, are deficient as merchants. They do not study the markets, and consequently do not buy and sell to the best advantage. They are proverbially poor accountants, and consequently do not know how the incomes and outgoes compare. They take no yearly account of stock, and therefore can't tell definitely whether they are progressing or retrograding. They guess they are holding their own, but many a man who guesses that he is making buckles and strap meet is allowing his expenses to exceed his income, and is slowly drifting into bankruptcy.

The English farmer excels the Yankee in this regard. Compelled as he is to pay his rent punctually every quarter, he is also compelled to calculate closely the income from his crops, to keep account of all expenditures, and to look sharp at all pecuniary results. Agriculture in the old world is much more a commercial pursuit than it is here. The large farmer there attends the market fairs, and learns to scrutinize prices both in buying and selling. We know that it is said that the producer must not be a merchant, that he must trust all sales to middlemen, and that all he has to do is to furnish a good article, and the price will take care of itself. There is just enough truth in this to make it plausible, but it is sophistry, not philosophy. The nearer the producer can get to the consumer, the better for both. Cheats and commissions will certainly be diminished, and while the profits of the producer are increased he is also stimulated to the production of a superior article, as he knows he will be held responsible for all defects, and credited for all excellencies. If his goods are sold to a merchant, the consumer seldom knows who the producer is, and the middleman stands between the two, pocketing the credit and warding off the blame. There is much truth in the old maxim "every man to his trade," but it is part of the trade for a farmer to sell his own produce, and he may as well sell to the consumer as to the merchant. Other things being equal, he will prove by far the most successful farmer who keeps his books business-fashion, and understands the rules of commerce. Colman, in his "European Agriculture," speaks of a distinguished Englishman, having immense estates, who had become embarrassed in his pecuniary affairs, from ignorance of book-keeping rather than lack of skill as a farm manager. He therefore employed an expert accountant to teach him the laws of trade and the art of keeping accounts. Having acquired this knowledge, he was enabled to bring order out of confusion, and relieve himself from all embarrassment.

The most successful farmers of my acquaintance are those who have what is commonly called business talent; that is, the ability to buy and sell to good advantage, and to keep intelligible and accurate records of all their transactions. Industry and frugality are generally reckoned as the corner stones of agricultural prosperity, but multitudes of farmers are industrious and frugal, and, one may add, are skilful agriculturists, who make little headway in accumulating property. These sometimes wonder how their neighbors, who do not work so hard, and often take a holiday for visiting the marts of trade, still make the most money. The secret is that their neighbors are off not so much for a holiday as for a good trade. They are on the lookout when they can sell a span of horses, or buy a yoke of steers to best advantage. They may work with their hands less, but they work with their brains more than the plodding, but less successful, farmers. This trading propensity has its limits. We would not have the husbandman degenerate into a horse-jockey, neither would we have him drive too sharp a bargain. The high-toned commercial law of trade is that both buyer and seller shall be benefited by the bargain. Mme. Roland once said: "I am always sorry when I hear that a man has made a good bargain, because I know that the other party has made a poor one," but this is not necessarily true. The owner of a farm may be so circumstanced as to be greatly benefited by its sale, and so far from supposing that the purchaser has made a poor bargain, the presumption is that he has made a good one, or he would not have purchased. A bargain is a voluntary thing, requiring the consent of both parties at least, and both must be benefited or it cannot be entitled to the epithet of good.

The great drawback to the commercial operations of farmers is that they have no board of trade, no unity of action—all operating independently, and thus each being the competitor of the other. If one offers corn at 60 cents per bushel his neighbor must sell at the same price, the merchant always

claiming the lowest as the ruling rate. The club and grange furnish some remedy for this state of things, but the market reports found in the daily papers, if properly studied, would prove a better remedy, as they would post farmers as to the values in the great central markets. Merchants look at their reports as soon as the papers come into their hands, but farmers study the current prices very little, and too many are destitute of a paper which contains them. We do not advise farmers to become merchants, but it would be greatly to their advantage if their business were conducted more on mercantile principles.

PERSONAL AND IMPERSONAL.

St. Julien has made \$28,000 this season for his owner.

The first cows were brought to this country by Columbus at his second voyage in 1493. All the conductors on the Indianapolis and Jeffersonville railroad have been discharged for stealing.

Miss Mary Garfield, the young daughter of the President-elect, is at school in Cleveland for the winter.

A monument has been placed over General Rawlin's grave in the Congressional cemetery at Washington.

Justice Strong will resign from the Supreme Bench, having reached the age of 70, and being entitled to full pay.

Clifford and Hunt, who have been stricken with paralysis, will be compelled to withdraw from the bench against their will.

The house of Hapsburg has ruled in Austria, beginning with Rudolph I., since 1278, with few breaks in the succession.

When in a civil case a Scotch jury of twelve has been out for three hours a majority of nine may bring in a verdict.

The friends of Senator Lamar apprehend that his health will not permit his attendance in the Senate again. He is said to be very feeble.

The Catholic bishop of Ottawa, Ont., has cut off from church sacraments all the faithful who send their children to the public schools.

It is understood that the Pope is preparing an allocution condemning the hostile attitude to the church on the part of France and other nominally Catholic powers.

Despite the energetic remonstrance of the representatives of the European powers and of the United States, the persecution of the Jews continues in Morocco.

Pourparlers are passing between the United States, French and German governments for exchanging opinions relative to the employment of existing silver coin.

In the last agricultural returns of Great Britain the growth of woods and forests is shown to be going on very fast, and in the last five years has increased by half a million acres.

The manager of a Marseilles socialist paper has been summoned before the police court for an illegal act in proposing a subscription to pay the fines imposed in De Cisse's case.

The police at Chackoff seized several printing presses, together with daggers and revolvers, copies of a revolutionary organ and forged passports, and have arrested two revolutionists.

Laissant has challenged Vicomte St. Vincent to a duel for publishing a letter accusing him of cowardice in the Franco Prussian war which was read by Gen'l De Cisse's counsel during the recent libel suit.

After the death of Conrad Seitz, at Monroe, Ala., this telegram was received from Ella Dorsey, his afflicted wife: "Delay funeral two days. I will be ready for burial with him." She kept her word by committing suicide.

Mr. Rummel, the pianist, is engaged to marry Miss Leila Morse, daughter of Mr. F. B. Morse, the young lady to whom Gov. Tilden's attentions have long been discussed. Their marriage will shortly be celebrated and their wedding journey will be to Europe.

James Stephenson, in charge of the geological survey in western New Mexico, claims to have discovered another remarkable prehistoric city. It extends for miles, the houses being built in the face of a cliff along a canyon. It is distant about 40 miles from Santa Fe.

Russia has under consideration the necessary steps for converting Batoum into a free port. Also, that England has submitted proposals to the powers for the maintenance of European concert, with a view to the settlement of the remaining provisions of the treaty of Berlin.

Mr. Garfield smokes short, thick cigars, and he likes to blow the smoke up to the ceiling. He says that for three months he intends to be a first class listener. He says that no bank acquainted with his signature would have cashed a check with the signature of the Morey letter.

Laycock's friends in Sydney, Australia, have sent a cable dispatch announcing that they had deposited £350 to aid him in making up his stake in his match with Hanlan, and that more money will follow. Hanlan wishes the championship of the world to be contested in Toronto Bay.

Princess Frederica, of Hanover, is still unforgiven by her family for her marriage with a mere baron. Their anger is still hot, too, against Queen Victoria for her hearty encouragement of the Princess's *mealliance*, and the Queen's recent order to put on King George's monument the words, "The Last King of Hanover," has made the dead sovereign's son still more angry.

Wm. Rathbone, Liberal, has been elected member of Parliament from Carnavonshire, to fill the vacancy caused by the appointment of Watkins Williamson to the Justice's Court on the Queen's Bench. Rathbone defeated Nancy, Conservative, by 1,029 votes. Rathbone represented Liverpool in the last Parliament.

The ladies of Ottawa, Ill., are preparing a silken tapestry hanging for presentation to Mrs. President Hayes, as a testimonial of her high moral courage in banishing the wine cup from the White House. It is to be of blue silk appropriately decorated, accompanied with an autograph album, containing the names of the prominent men of Illinois.

"Spanish girls," says the *London Truth*, "are the most sprightly flirts in the world. There is not much in them besides flirtation. The tongue of the Creole of Spanish origin is easier to fatigue and does not run on so rapidly. It seems to me that the eternal play of the fan which the Madeline keeps up would soon irritate to madness nerves that are at all excitable."

Under directions from the Secretary of War, all ordnance, harness and timber stored at Washington arsenal are being removed to New York and San Francisco, preparatory to converting these grounds into a regular military post. The warehouse is to be converted into a large stable for artillery horses, and the other buildings are to be fitted up as quarters for troops. It is asserted that they will be arranged for permanent barracks and headquarters.

Advices from Honolulu by the steamer City of Sydney describe the eruption of Mauna Loa, now in progress, as one of the grandest sights ever witnessed. It broke on November 5th, about six miles from the summit. The crater is throwing out two great streams of lava, one of which is thirty miles long, from 100 to 200 yards wide and about twenty feet deep. Terrible explosions accompany its flow. Some fears are entertained for the safety of Hilo, although the flow seems to be turning in another direction.

The Chinese giant Chang arrived from Liverpool. He is said to be the tallest man in the world, being eight feet and six inches in height. He is well proportioned, has small, almond eyes, the prominent cheek bones of his race and a broad forehead. He wears his "pigtail" neatly wound upon his head, and has small hands and feet for a man of his size. He is remarkably graceful in his movements and polite and cheerful in manner. He speaks English, French, German and a little Spanish in addition to his own language.

Nicholas Bonifas's wife deserted him and went to San Francisco, where she married again. He followed and begged her to return to him and their children. She refused. They had a final interview in her house, and it ended with his shooting her four times. Neighbors ran in on hearing the reports and found her alone. She was in mortal agony, and was told by the doctor that she could not possibly recover. They asked who had shot her. "I don't know," she replied: "he was a stranger—I never saw him before." But her effort to shield the murderer was useless, for his body was soon found in the back yard, where he had killed himself.

Queen Victoria has promised Prince William, who will be her first married grandson, and his bride, Princess Augusta Victoria of Schleswig-Holstein Sonderburg-Angensteinburg, to be present at their wedding in February next. It is well known that Princess Augusta Victoria is not a rich Princess. Her dowry will be smaller than that of many a city merchant's daughter. But the money question was left out of consideration when the Crown Princess of Germany looked about for a fitting helpmate for her son. She has chosen a young lady with qualities that will wear well, as she is both clever and sensible. Her charitable qualities, her engaging manner, and her soft Teutonic cast of beauty will endear her to the Vaterland.

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CAKES AND PASTRY,

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Wines, Liquors and Cigars.

We keep in stock and have now on hand a large quantity of the celebrated

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And have also just received a heavy shipment of the famous

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In connection with the other features of this Popular Resort, we have instituted a

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And will take extra pains to serve the public who may call on us.

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THE SULTANA CIGAR,

All in full lines, and served in the very best style.

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