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WAITING FOR REVISION.

Jewelry and Optical Goods Men Delaying Action Until Tariff Matters Are Settled. While there is an increase in the volume of business in the manufacturing jewelry and the optical goods business, there is feeling that the dealers are holding back orders until the whole question of tariff revision has been settled.

It is not known what the result of the tariff revision talk will be, and as a result the men who formerly placed large order in advance of the time they needed the goods now are buying from hand to mouth and will not take a chance of having a supply of goods on hand purchased under the present tariff while there is a possibility that the rate in a few months may be 5 or 10 per cent. less than at the time of their purchases.

While it is not known definitely what the result of the committee's work will be there is an undercurrent of feeling that there will be many changes, and dealers all over the country are making as few purchases as possible until the whole question has been decided.

The manufacturers are not making up ornamental articles above their actual orders for the reason that there is very little chance of disposing of high priced articles to the dealers unless they are sure of selling them.

Among all the manufacturers, how ever, there is a feeling that the outlook is very bright. They are preparing for a big year. There has been less to worry over in the months since election than for a long period, and with the return of optimism there is a fair increase in the

The big firms who supply the small dealer point to the fact that most of the shelves of the latter are almost empty and that when he gets enough confidence in his ability to sell goods he will send big orders to the supply houses and replete his slender stock. The impression is that it will be several months before there is anything like the free buying that there was in the past. Certainly not until tariff has ceased to be a subject of thought.

The country dealers and jewellers of the small towns, who for the last year have refrained from buying any articles that were not absolutely needed in their business, have taken a new lease of life and are sending fair sized orders to the manufacturers and with them letters telling of a renewed interest in articles of luxury by the consumers.

While most of the country dealers report a return of confidence they are of the opinion, which is shared by the manufacturers, that not until the whole subject of tariff revision is settled will there be a return to the former prosperous conditions. There is an undercurrent of feeling that buying will be retarded until the tariff question is settled and laid

Dealers are wary of heavy purchases while there is a chance of a change in the tariff rate, and they are not anxious to buy more than they can dispose of in the near future when the value of the articles may be affected by a cut in the

Manufacturers at the present time are chary of taking what appears to be a bargain in stones. Under ordinary conditions they would buy a lot of jewels and take the chance of disposing of them in a few months, but they are not ye sure whether they would be forced to cut the price on them in the near future in order to compete with later prices under a lowered tariff rate.

In spite of this uncertainty there is a good business going on now, and while the business in general is not as good as it was two years ago there is a healthy appearance to it. The sales are much better than last year and before the year is ended it is expected that orders will be as large as at any time during the last five years. Having come through a hard year it

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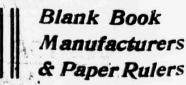
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