

*Written for this Paper.*

## SOME OTHER THINGS.

Every man is interested in the ways and methods of business, because he has business with somebody, and he is affected by things with which he is not always familiar. If he is a buyer of goods the price is set for him. He knows nothing of the cost, or rate of profit, and it is not every man who runs from place to place to see whether he can get an article cheaper than the last or any other offer. If a man is a seller of potatoes, eggs, wheat or other of his own product, he does not often visit the stores around to see if he can get a cent more for the bushel or dozen. In fact the majority of retail buyers go to a store from habit; often in the old world because their fathers dealt at a place, so do they. But in this locality there is more or less of an unsettled disposition in regard to such things; sometimes from unacknowledged suspicion, at other times from curiosity to see what can be done, particularly where a person gets an idea that he is extra smart himself; mainly, however, from restlessness, independence, or just to try. Where time is no object a good deal of familiarity with goods and trade is acquired, and yet after all the ordinary buyer never becomes much more than a novice, and is always subject to deception as to quality even when he thinks he secures a standard price. But few are aware of the extent of adulteration, and of those who buy a keg of pickles or syrup, only one here and there makes any query as to the contents, or knows whether a so-called five gallon keg holds anywhere from fifteen to twenty-five per cent less or more than what is assumed. These are trade secrets so-called, and the inexperienced wholesale man only fathoms the deception after a course of training which tells a story of unexpected and, till discovery, unexplainable competition. Some of the shrewd ones though get posted in all the intricacies of deception. They know all brands and will run a block or two to save a fraction of a cent per dozen or pound, as the case may be. They become "close buyers" and every seller has to adapt himself to this reputation even to save himself. Diplomacy is often resorted to by a salesman with such a customer, and occasionally so strong a feeling of antagonism has been aroused that an advantage was taken when it was possible to take it.

A little incident of some years ago will illustrate this, where a certain traveling salesman was so pertinaciously "beared" by a buyer of domestic that a quarter of a cent a yard was allowed from the going price; some purchases the same day of buttons and combs made the salesman's discount good and gave a handsome profit besides. Another instance (and they are numerous) was where some men's clothing was sold below the price of another house—the same goods exactly—but near two dollars per each was added to some boys' suits; and the transaction it sharp was considered sound. So that if such a buyer makes a few cents through pressure or familiarity with one article, human nature is not big enough yet for one to "know it all," so not unfrequently "the biter is really bit."

The late condition of trade has brought out this feature in unusual degree. Storekeepers and buyers have become so anxious in regard to their salvation that economy without precedent has been inaugurated; and to increase trade or secure a larger profit some buyers have run everywhere at home to save a cent, and when they have done so, as President Young once said, they have "nipped it until the eagle squeaked." But it is doubtful whether these, if they did have a margin, made any more profit; because much of this wild trading had behind it a lack of principle—in this, that buyers who thus went out of their way to save a dime, paid their money for goods when it was owing to another, and that other had for years been a lenient, staunch and ready helper.

Conversing with a friend on the street the other day, concerning a house in the same line, the prosperous cash business of the latter was descanted upon, and several buyers of that class were mentioned. "Ah," said the first speaker, "every one of those is indebted upon our books." Human nature—trade nature—we all know is very peculiar, but ingratitude is a blighting feature everywhere, and it is one which should find no place in a trading community of ostensible brethren. Yet all business men of this class know from experience that to befriend some men is to make them enemies, and if you give them too much leeway as credit they will become jealous and irritable, suspicious and petulant, and for little excuse or none you may lose their trade and an account as well.

Some time ago the representative of a large wholesale city house visited a country store which had a heavy indebtedness. Something in liquidation was suggested, but the reply, given in a cavalier kind of way, was: "We have to meet So-and-So at such a date, and So-and-So." "Well, but our claim is a prior one and settlement is desirable soon." Security was eventually given, but failure was inevitable—and it came; came as the result of divided trade, and justly, because it was a dishonorable one. Purchases East, West and elsewhere, precipitated a desirable and a profitable business into irredeemable delinquency. As a set-off to this in another direction was an accommodating store. They were heavily in debt too; they had book accounts, but a poor harvest made them uncollectable; patience and leniency on the part of the one debtor, helped to tide over the year and that store has flourished ever since.

There are men now, and stores, whose indebtedness is scattered, and the little they have coming in will not keep them going. Paid out, by division, their receipts hardly count, and each creditor is on the qui vive to see what his brother creditor will do. Here is antagonism in another form, and the trader, at his wits end, knows not which way to turn. He would like to placate them all—the one in Omaha and St. Joe and the one in Salt Lake; the one in San Francisco and Chicago and the one at home; but it cannot be done and so you see now and again scheduled, preferred and unpreferred accounts, as if the victim had found

himself "between the devil and the deep, deep sea."

This all grows out of the insanity of competition, which is as bitter here (more so, for many reasons) as elsewhere in the West. Yet eastern papers declare that save in rural districts this class of competition is unknown. The grocer there asserts that he makes a living profit on sugar. Here in Salt Lake City for this article, wholesale and retail are synonymous terms; and many other goods are reaching consumers through a margin which means disaster and loss to the seller. The great public claims that it gets the benefit of this depression and competition. It may for the moment, but it is at the expense of principle, of honesty and of dealers, here or elsewhere. A fair profit is in the nature of a fair wage for services rendered, and those who cut and out, to please the public or themselves, are the cause of demoralization in trade and deal. But whether in this way or by adulteration, this class are not the friends but are enemies rather of a reputable, stable, honest, conscientious community at last.

The press voices the coming of a mighty change. Bankruptcy in excess is creating strange comment, and every department of trade and manufactures is turning upon financial matters the searchlight of personal and broader interest; and bye and bye every buyer and seller will be called upon to give security for his integrity and for the disposition of all property or merchandise which may be intrusted to him on credit. Competition will be less reckless then. It will assume a more healthy phase in all directions. Trusts or state supervision will annihilate the bankrupt's gazette. The world will be richer, and the galling chain of competition will be lifted from the neck of all human endeavor to the glorification of man.

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## SPRAYING ORCHARDS.

William Laurensen, writing from Mill Creek, Salt Lake county, under date of January 17th, offers some suggestions as to the spraying of fruit trees, that are perhaps worthy the attention of orchardists of this region, and that will be of genuine interest to fruit-eaters generally. He says:

I would like to say a few words through your valuable paper about spraying fruit or apple orchards. I sprayed nine orchards in the spring of 1893 and know that the operation is not an experiment; while it is not a cure-all, it is a preventive and a success if only carried out.

I will say that I do not have anything to sell and am not after money, but will give any information free to those who have orchards and wish to help themselves and neighbors to destroy the cooking moth—the terror of the orchard. In many instances undoubtedly species that are now very formidable were in existence here before, but in such small numbers as to remain unnoticed until multiplication of their numbers compelled recognition.

There are a great many here who do not take any care of their fruit-growing orchards—and there are orchards here of two acres or eighty trees that