

tions of the Church, and bearing testimony to the saving efficacy of the principles that are enunciated and espoused by the Latter-day Saints.

Elder Seymour B. Young, of the Council of the Seventies, next addressed the conference. Quoted Isaiah 2nd chapter, and showed that the prophecy contained therein had been fulfilled by the gathering of the Saints to these intermountain states and territories. He also commented on the life of our Lord and Savior and gave an exposition of the principles of the Gospel as contained in the Scriptures. He gave much good, old-time practical counsel to the Saints.

After a few concluding remarks by Elder William Budge the choir sang,

In Jewry is God known.

Patriarch Hugh Findlay pronounced the benediction.

Written for this Paper.

### THE ETHICS OF TRADE.

Owing to the almost bewildering conditions now generally prevailing, everyone is scanning the horizon of observation and experience for a rift or change. The past is considered, its mistakes and errors, its methods and results, as if wisdom might be reaped from these and avoidance in the future. The present is so absorbing with others that the past is ignored—the question is how shall we extricate ourselves now, how save our reputation, our means, or shall we be entirely stripped after years of toil?

Quite a few have so earnestly looked at both past and present, that the future alone is worth considering. Every indication, legislative, industrial, commercial or speculative, commands attention. Things abroad, things national and local, possess a weight and importance never before awarded. A cloud is magnified, a gleam of sunshine is cherished as a miser does his gold. More is made of both than experience would suggest. But some are hopeful, some despondent and the spectacles men are wearing individually have very much to do with their conclusions.

Every organization also has its say, and most of them a panacea for the conditions. But boards of trade, chambers of commerce, merchants' associations, have as yet really presented nothing particularly new. The conclusions of some master-mind of years ago is their ideal and authority, and while original methods find little place in the superficial man, it is easy to believe that the defunct leader would have been as prolific in suggestion and as original now as in days or years gone by.

That the people of Utah are great consumers of merchandise goes without saying, and that far too much of this consumption is imported, our mammoth stores and retail distributors testify on every street. But in this popular buying and selling there are anomalies which surprise, mainly because they evidence an ignorant or unappreciative spirit which is in nowise being restrained, but rather is on the increase beyond all precedent. While it is true that there is a public demand for goods; while it is true that stores are in number beyond necessity, it is also true that neither storekeepers nor consumers are as discriminating in

their relations as they ought to be. The stranger—the enemy even, secures patronage as rapidly as does the friend; the drummer a thousand miles from home probably more readily than the drummer from a leading town. Hence this Territory, as a rule, swarms with men selling specialties for firms or houses who have no interest in this Territory save for what they can take out of it, and spend elsewhere.

It is true these representative men are affable, pushing, accommodating, and genial, as men courting trade are apt to be; that in some cases they represent firms of standing and reputation. But it hardly seems reasonable that first-class firms who have a business at home should credit every little paltry store in a country village so far from their own legitimate fields of trade. These firms (if first-class) surely do not want to burden their books with this kind of accounts. Nor can they at such a distance watch these credits as can the jobbing house close by. The risk is not worth the profit. And yet there are hundreds of just such buyers in this Territory, and of course hundreds of credits. Besides, many of these small buyers are injured in this, that buying from every drummer, their strength and credit cover so large a surface, that unless extra vigilant, as has been proven many a time, they never know where they stand, and collapse is more often prevented by sheer luck than by business ability and control.

Of course this is claimed to be a land of liberty. Men go and do where and what they choose. But has it ever occurred to traders or organizations that obligations and responsibilities rest upon the home merchant and jobber that are totally unshared by the transient man and distant firm? And that the local jobber can and does sell just as cheap, and he is just as much entitled to the trade of this Territory, if not as anxious, as any outsider can be? We know of one house in Salt Lake City, which has paid over fifty thousand dollars in local taxes during the past three years, or over sixteen thousand dollars per annum, to make this city, county and Territory what it is; and this and similar firms think that the trade of this Territory legitimately belongs to them; that they should have the preference, and that drummers fitting from point to point, without license or poll tax even, should not have the preference they appear to have; that men a step higher, agents, who simply rent an office and board, should not have that trade which the man who builds, raises a family and pays the taxes should assuredly have. Neither does it seem fair that eastern or western manufacturers and dealers should create these agencies outside of jobbing firms, and insist that the latter should buy from them when they want to trade direct? What character, what credit, does a man or firm acquire when he is not in touch with the firm in whose goods he deals? The transient agent has the credit, the buyer is almost unknown.

Now if our trade organizations would endeavor to remedy this condition, if the merchants who belong to them would agitate this question, it surely would not be long before all agencies

would be vested in responsible houses, and the swarms of foreign drummers now filling the Territory would be denied this field of action and placed elsewhere. Surely if manufacturers have a good thing, some local man or firm would buy and push it, whether that be spool cotton, overalls, gloves, coal oil, coffee, tea, cigars, or other single article or general stock which is now so fully and persistently represented.

Then every dealer should conclude, first, that it is somewhat of an injustice to ignore the home jobber at all. Second, that in doing this he should not pay the distant jobber first and let the local jobber wait. Third, that just as good prices, as excellent goods, and as long time can be had at home as abroad. Last, the local house is less liable to distress a debtor, and that he at least by enterprise and the payment of taxes is building up the country, while the outsider has "neither part nor lot in the matter."

Now this is all said without prejudice; for we are familiar with many estimable men who are thus engaged, and who represent firms that are above suspicion. The anomalies come home to the local trade, and it may not care to be thus voiced by one uninterested, as the writer is save in that general prosperity which every citizen is under obligation to encourage and sustain. The remedy is within the power of the trade. A little more confidence in the home jobber would do what the pressure of the times here and elsewhere must eventually do if continued; but the roundabout method will involve that disaster and regret which timely action and local understanding of men and things would assuredly prevent.

### SUGAR BEET CONTRACTS.

Just about 800 contracts, aggregating 3,300 acres to be planted in beets and raised, have been returned to the Lehl Sugar company, says the *Springville Independent*, and are now locked up in their safe. This insures plenty of work for the factory during the usual time for it to run fall and winter. The farmers have found that beet raising brings money and that the labor is the most profitable of any that they can do. The days of experiment lasting three years, have passed, and now the most important question is not the number of tons of beets which can be raised on an acre, but the per cent of sugar the beets carry. Each year this per cent is increased, so that last season there was an average product over 140 pounds of sugar per ton, and must be 180 pounds per ton to make the business pay, should the bounty on sugar be repealed.

A decision holding the ordinance closing ordinary business houses on Sundays unconstitutional, followed by agitation of the question of opening saloons on Sunday as well, has caused the better class of the people of San Bernardino, Cal., to circulate and sign a petition asking the passage of a sweeping Sunday-closing ordinance, which will not be open to the objection of special legislation. It is proposed to close everything but drug stores and livery stables.