

methods known to trade crowded upon the unsophisticated and inexperienced buyer or dealer goods in excess of necessity, and many such purchasers have had to be paid for with money which really belonged to the home house or firm, which has given accommodation and credit for months and years before. Thirty or sixty days outside, in business, means thirty or sixty days only, whereas it has been assumed to be three or six months at home, or longer if this was inconvenient. Further, trading abroad has been indiscriminate or with many firms, as though the moral courage to say "No!" was not within the range of a buyer's vocabulary.

That this feature has exhibited itself in several late assignments is probably not to be wondered at, for even large, shrewd and experienced men of business may fall into the same compromising error. A prominent case of this kind occurred in this city but a little while ago. Friends and rivals were equally astounded when the balance-sheet was published that so large an indebtedness was made up of so unusually numerous small ones, but one or two accounts of magnitude appearing in the schedule with a total of nearly \$120,000.00. Another local collapse made an exhibit of indebtedness amounting to \$14,000.00, with a list of seventy creditors; while still a later one had a list of fifty-five creditors for an indebtedness of \$7000. It is easy to realize that this is all wrong, although in the latter cases they were mixed stores; and the same condition wherever it may exist must be looked upon as evidence of weakness, of ignorance, in fact of danger, and it might almost be said of failure; for when money is scarce the small accumulations of daily business cut no figure in payment if divided, and it given to but one or two dissatisfaction ensues; some more resolute or needy creditor than the others, a self-defense crowd for payment, and the unsubstantial fabric falls to the ground, assignment comes as a consequence, forced sale of goods affects an already trembling trade, legal expenses eat into the proceeds and every one concerned is the loser.

Now, had any of these firms noted been satisfied to deal with but one or two wholesale dealers a payment of a few hundreds or thousands in the larger case would have counted somewhat, and there might have been patient advisory sympathy or aid, and so financial salvation. So long as credit prevails, such a trade, concentrated and confined, would have been worth looking after and preserving; but a series of accounts (in a failure for \$120,000) which run from a couple to five hundred dollars is not worth having, certainly not worth much cultivation.

It would pay many of the stores in this Territory to set a limit to their buying, to learn to say "no" to a pressing "drummer," to fully sense that goods bought on thirty and sixty days should be met as promptly with a local as a distant firm; to see that goods bought from a distance (if short time goods, like groceries, etc.,) are due before they reach the shelves of the buyer; that often quantities have to be bought which are be-

yond need in order to secure a given price; and that this is false economy, because common interest will amount to more than the profits on many staple articles of trade.

The question may be asked, what has a newspaper or the public to do with these features of trade, or of what interest is it to the users of goods to know the business of the little store where he gets his supplies? Much every way, is the reply. The newspaper is the guardian of the public interest; it has a voice; it possesses power; it can correct an evil or an abuse; it can create and foster public sentiment; and itself independent upon business houses, business habits and promptitude of payment everywhere even for its own success. The great public have an interest in honest and intelligent deal; they go to their store to barter or to buy; with it they perchance possess a little credit if only for an emergency; some of them are shareholders or owners (if individualized), but they are interested in success; they do not want to fail; their personal credit, the credit of their company, of their town, is at stake; there is much risk in stringent times, and a good seaman is always prepared for a squall or storm, so the sound merchant, the honest, conscientious business man keeps out of deep water; he does not tempt calamity; he seeks to be safe, and to bring no disaster upon others. Hence it may be asserted that conservatism is needed now, that financial salvation is needed now, and that the wisest of men in business have now to furl sail or run near the shore if they want to enjoy the harbor of content and peace; and to avoid debt, particularly of a widely distributed character, is the highest wisdom, while to extend that inordinately makes one liable to the imputation of ignorance or open to the suspicion of fraud.

THE IMPERIAL INSTITUTE.

A friend of the News has handed in a copy of the London Standard of the 11th, which contains a great array of reading matter. As is the rule with English periodicals the matter is suggestive of the Pyramids, being in solid and almost unbroken columns and showing at a glance that to obtain even an inkling of all the contents one must begin at the beginning go and carefully through to the close. Such a thing as indicators in the way of headlines or a syllabus preceding an article long enough to make a good-sized pamphlet are apparently not even thought of, certainly not used. But with all this duly considered the Standard is a great paper in all respects, a fact of which Mr. Gladstone and his political associates are no doubt made fully aware at times.

The issue before us contains an article of nearly five long, broad columns on the opening of the Imperial Institute the day previous. The News contained a telegraphic report of it at the time. The queen is frequently and effusively mentioned, so are the other members of the royal household together with their attire and attendant circumstances. An account of the proceedings which enters so largely

into minutiae as to be tiresome in places is given, the order of march being set out with especial particularity. From as careful a going-over as we are capable of giving the article we do not observe that the prime minister is mentioned anywhere, but other entities of the celebration down to the silver candlestick are freely spoken of.

The Institute is a great affair and fully justifies the elaborate mention made of it. It has cost a mint of money, but the Standard says before it is complete in every detail a further expenditure of £80,000—about \$400,000—will have to be made; so the reader can form some idea as to how enormous it is. The opening was an event in English history.

ROBBER OF THE DEAD.

"A Gruesome Tale. How Jean Baptiste, the Grave Robber, was Branded and Banished. The Ghastly Sequel is the Discovery of His Crumbling Skeleton, With Chain and Ball Attached." Such were the headlines of a sensational article which appeared in a Salt Lake morning paper some weeks ago.

The article tells how that heartless and inhuman creature, Baptiste, with ghoulish glee desecrated the graves of people buried in the city cemetery where he was employed as grave digger; recites the particulars connected with the discovery and exposure of the horrible business; offers a perverted and ridiculous narration of Baptiste's arrest, confession and banishment to an island in the Lake; and as a fitting conclusion announces "the ghastly sequel" which briefly summed up is to the effect that about three years ago a party of hunters near the mouth of the Jordan river where it empties into the Lake, while walking across a sandy marsh, found the skull of a human being protruding from the mud; that some time in March of the present year a duck-hunter in the same locality discovered a headless human skeleton with a convict's ball and chain attached. This piece of fleshless human anatomy is unhesitatingly declared to be the skeleton of old Baptiste, the grave robber.

DESPERADOES KILLED.

The tale is indeed a gruesome one; but is better to hear and shudder over facts than fables. From reliable sources the News has obtained the following, though in order to give a complete account of Baptiste's horrible work and no less terrible fate it will be necessary to ante-date the discovery of his crime:

On the last day of December, 1861, Governor Dawson fled from Utah, having made improper proposals to a well known Salt Lake society lady of that period, who indignantly resented his advances, and informed her friends of the governor's disgraceful conduct. On the night following the day that Governor Dawson commenced his flight he was overtaken at Hanks' station at Mountain Dell between the Big and Little Mountains, set upon and badly beaten by a band of men among whom were Jason Luce, Lt. Huntington, Wood Reynolds and Moroni Clawson. One of these men was a relative of the insulted lady and he justified his lawless behavior on