

Written for this Paper.

## ROUNDBOUT, BUT MAY BE TRUE!

It is a creditable ambition for the possessor of any marketable commodity to desire, and try to get, all that such commodity will bring, whether it be simple or special labor, or the product thereof; and there are times when from one cause or another demand is active or the reverse. We have seen times when common labor was more remunerative than skilled, though the former is most generally in excess; and it is everywhere experienced that abundant or excessive supply brings down the prices of that supply. So, wheat is low in either the prospect or realization of a good harvest. Wool is generally lowest after shearing—when everybody wants to sell. Butter goes down in price with early grass; and potatoes can be or have been sold for a song when harvesting was on and every producer wanted a market. When markets are thus depressed, the seller, feeling that terms offered are unremunerative, is apt to look further for that relief which he feels is his honest due, and he is particularly allured if a better offer comes, or if he hear that prospects are brighter outside the local demand.

While the Utah market is straitened it is quite plausible to think that shipping is more likely to be of benefit than otherwise; and while the individual producer may not feel that his little will be felt in an outside market, and may be indisposed to take any risk as a consequence, dealers or storekeepers who exchange goods for produce are more likely to want an opening for their larger accumulation, whatever that may be. As a consequence, this class, here at least, are more often tempted, and are more liable to loss than is the actual producer. It is a little different further east, for there every farmer is liable to send on his own account, a few cases of eggs, a few pounds of butter, his surplus vegetables, potatoes, fruit fresh or dried, poultry or other products, to some broker, commission house or ostensible buyer. While farmers as a class may be shrewd enough in a personal deal, the highly colored and skillfully worded circular gathers quite a percentage of them all the time. Utah shippers have had considerable experience in this line, but the victims, as a rule, have cared little for an exposure which reflected in part upon themselves, and then redress was almost impossible because of the distance and difficulty in the way if it became a matter of law. But many a carload of potatoes, many a lot of dried fruit, not a little wool, has gone from here, for which nothing was ever received. Freight, storage, commission and charges have eaten up both shipment and prospective profits. Home shippers were slow to believe that trickery was so perfect, that firms were bogus, that circulars were written to deceive, and that sections of Chicago, like South Water street, were largely "a den of thieves;" and while there are in that locality reliable and responsible firms, it is urged upon them by the *Grocers' Criterion* of that city that "they ought to take strong measures at once, to expose the dishonest and disreputable swindlers,

who are making the name of that street a byword and reproach in all parts of the West."

It is evident from the number of letters published, that the fraudulent business is remunerative, and it is equally evident that victims are more disposed to bear the first loss, than to resort to litigation, particularly where "there is irresponsibility, and a judgment if obtained would be uncollectable" at best. Some of those so-called firms, too, evade the law "by buying shipments outright, guaranteeing the customer a certain price;" they thus "avoid responsibility as agents or commission men, and can only be proceeded against as upon an ordinary account." The *Criterion* claims that its readers would have saved much money, and "have avoided the vexation and humiliation of being buncoed by bogus commission men" if their advice had been taken.

It has been remarked that potatoes were never as low in this city at this season of the year. There seems to be a plethora at present. Of course the supply is mainly of a class which probably would not answer for shipment; but the price has a discouraging influence on the farmer who may have counted on quite a crop. For the benefit of such we quote from the same paper of later date:

An exchange says if the price of potatoes keeps on advancing (quoted at 2.75 and 3.75 per barrel on account of the strike) this ordinary article of food will soon be classed as a luxury and taken with ices and champagne at the end of exclusively fashionable dinners.

This is likely only temporary, but general selling will be some weeks yet, and in the interval there will be change. In the absence of any organized trading or shipping in our counties or settlements, dealers will as a rule be conservative in buying. It may not be amiss to state here, however, that the general co-operative and other stores in this Territory have unusual freedom of access to the experience and advice of Z. C. M. I. which is not only familiar with the most reliable buyers of Utah produce, but with prevailing prices, and somewhat with prospects; and while any public presentation of known firms would be out of place, the desired information can always be had by its patrons on application. Further comment would be injudicious, save to impress upon dealers and shippers that they be wary of specious circulars, particularly if they offer prices beyond usual quotations; that alone should suggest inquiry, for after all, in the great trade centers, there is surprising uniformity in values and few firms have special opportunities over each other in open market. It is confidently predicted that a fair price can be counted upon for all surplus that Utah may have, and should this prove correct, the prevailing spirit of economy and thrift will no doubt exhibit this year a clearance of much old indebtedness which has been felt to be a burthen for at least the times of undue depression.

That the Utah farmer may be victimized without dealing in Chicago of course "goes without saying." There is too great a difference between buying and selling of produce in many directions, too much of the cream

reaches the dealer, too little inures to the producer, and instances are fresh in the memory where commission houses in Salt Lake City have not done "the square thing" with a consignment. But it did not need a trip of two thousand miles nearly to get reclamation or at all events an explanation, good or otherwise. After awhile joint selling will bring expenses to a minimum and as a consequence the producer will find increased remuneration. Grain will yet go into elevators in central localities and receipts will pass current as the precious metals. Some combination of counties will have their agent who will see to the disposition of stock, grain, wool, fruit, etc., and factory products at home or abroad. Buying may yet be modified and foreign products may be distributed in such equity that none will contend or deem that middlemen and speculation have enhanced in value "the indispensable of any climate or condition. Meanwhile there may be a curtailment of desire, a defined limit to the use of fancied goods, or like the patriots, the people here may decline to pay tribute to any outer power by producing in simplicity yet in abundance all that is desirable for "life, liberty and the pursuit of happiness."

Much of life and many of its habits are artificial; "words of wisdom" are no misnomer, and for Utah citizens to make "the beauty of their garments exemplify the workmanship of their own hands" may be proven as the highest manifestation of social and industrial economy, and as essentially part of the divine order as is "baptism for the remission of sins!"

## HAWAIIAN COMMISSION.

A News representative at the Knutsford Wednesday had the pleasure of meeting and conversing at length with a party of distinguished Hawaiian gentlemen en route to Washington as representatives of ex-Queen Liliuokalani. The personnel of the party is as follows: Samuel Parker, H. A. Widderman, John A. Cummins, Major W. T. Seward and W. T. Montserrat.

During the latter part of the day after their arrival from Ogden they were shown considerable of the city by Mr. H. C. Burnett, local agent of the Colorado Midland. Mr. Widderman, a pleasant and affable member of the party, paid a visit to the office of the First Presidency where he readily recognized President George Q. Cannon with whom he was acquainted on the islands in 1850. He also left his card and respects for Mr. F. A. Mitobell, formerly of Salt Lake but now of Logan, whom he knew as a Hawaiian missionary some years ago.

Mr. Widderman is a German by birth but forty-four of his sixty odd years have been spent on the Hawaiian islands where he has grown rich and wealthy as the proprietor of a big sugar plantation. Like his colleagues, he is a pronounced Royalist and true to the cause of the erst-while queen.

Together they are going to pay a visit to President Cleveland in her interests. They are of the opinion that he will be just and honorable in his dealings, they say, but in regard to