

Written for this Paper

IT IS NOT TRUE?

Every live merchant knows just what his goods cost laid down, and this includes the invoice price, package, cartage, freight, delivery, opening, and sometimes waste. Whatever of discounts or drawbacks there may be, he is familiar with that, and if there is advantage in large lots or carloads, he wants that also, if push will get it. He must be able to discriminate as to quality, must know of adulterations—permissible or otherwise; must realize that some goods shrink materially in weight, they dry out; and that others are not put up full measure, if he is to divide and still secure a profit. Then before he can claim any proceeds personally, he must take into account unavoidable expenses. There is rent, taxes, helps, team perhaps, and interest on investment if this is borrowed. If he gives credit there is possibility of loss; there are risks of several kinds which have to be provided for, and the goods sold must bear the burthen. Of course if a man gives all his time, if he calls into service any member of his family, each should be remunerated. Competition of those in a similar business must be taken into account as well, hence a given percent of profits to cover this array of expense may not be always possible. Whichever way the question is looked at, there are required many ingredients ere a man can say that business is a success. Rules which are inexorable must be obeyed, for idleness and ignorance, as well as inattention and lack of forethought or economy, are alike fatal to trade pursuits.

It used to be said that "Goods well bought are half sold;" yet only a few are good buyers. By this is not meant a close one, as might be inferred, for he is rarely a good one. The first implies much more than the squeezing of a dime or running all over creation to save a nickel. It means judgment, decision, knowledge of many things. No such man is captivated by the wiles of a specious drummer. He knows his own business and is only dictated, if at all, by one of much larger experience.

Need it be wondered at that so very few comparatively continue a successful business career? Can there be surprise that few have the qualifications which constitute a business man? And is it not remarkable that so many seek a livelihood by business without training or even respectable trade proclivities? Whether experiment only secures "the survival of the fittest" let the annals of commercial life tell their story. It is said by them that not more than one-third of all who so engage continue. Failure is written almost universally upon this method of life. And yet its fascination is as great as ever, and most persons have the idea that living by trade is "as easy as falling off a log."

The humblest mechanic, nay even the day laborer, may be more certain of his income, can more readily square his outlay to his resources. He carries far less risk, and bad debts are a rarity at the worst. The carpenter takes an ordinary job; his charges are so much per hour. The man who soles your shoes calculates cost of material and the time spent. Factory hands, foundry men,

either work this way or by the job, and every day they know what they have earned, and every few days at most they get it! The manufacturer, while he may be a man of enterprise, is never so sure of results. The woolen mill calls for a heavy first investment, upon which there is interest fairly due. He must secure the raw material in advance, which means interest also. Dye stuffs, coal and incidentals eat into his capital. The man or woman at the spinning or the loom, has no investment or resource save in busy fingers and years of practice and experience; their duty is to work, and to them work is the synonym for pay. But the fabrics they have created have to be in advance of demand. Winter goods must be on the market in early summer, summer goods before the winter is half spent. There is the risk of selling, of change in public taste, of competition, waiting for this market; interest is continually accumulating, and loss is far from infrequent. The laborer knows nothing of this. He is without anxiety. His work is ready for him on Monday morning; it is secured for him until Saturday night. No time has been lost in hunting for it. He has not come home discouraged and weary, to an empty cupboard and hungry children. In consideration of this provision on the part of capital, which includes investment in buildings, machinery, raw material, and industrial effort, it says each soul employed must, or should, contribute a portion or a per cent of what they really earn as a recompense to the investor.

Now, where large numbers of men and women are thus supplied with machinery, material, and an opportunity of subsistence by labor, a slight premium from numbers added to legitimate interest may make a fine income to the proprietor. But demagogues and labor agitators have denounced even this, and made the contrast between the condition of the laborer and the employer, which was at least unfair if not ungenerous; for more than the amount transferred by the laborer could have been lost every week in the search for uncertain opportunity of employment. To meet in compromise such objectors, profit-sharing was introduced, which did well in prosperous times, when there was ready demand for that which was manufactured; but in times of depression, when goods were unsold and the mills idle, and capital became non-producing, the owners thereof had to bear the entire burthen. Loss-sharing—equally just, was as distasteful as impossible to the laborer, although the results of that labor was piled up in warehouses around the globe and suffering continuous depreciation. And so it is likely this controversy will be continued until capital unused exhausts itself, and labor begs for bread.

There will come as a consequence in part a drift toward agriculture, with its assurance of living if not of accumulation, and those who engage therein will learn to be as orderly, as systematic, as well-informed, as is the producer of cotton-cloth, carpets, iron, sugar and the multifarious products of creative industry; as well as to those who are engaged in the distributive field, such as merchants, dealers and middlemen of

every name and nature. For it is quite as essential from a business standpoint that the farmer should know what his products or goods cost, as it is that the grocer, the maker of crockery, the producer of iron or sugar should know what his product costs; and he should know whether in the marketing thereof he secures a legitimate profit, or suffers a small or greater loss. Those men are few who engage in any enterprise from pure philanthropy. Every one almost asks as an individual and even in a corporate capacity—will the enterprise pay? Is it a good permanent investment? Or is it purely speculative and transient at best? All business men and organizations make continuous or periodical inquiry into their affairs. They make a balance sheet; they know their profit or loss; they declare a dividend or have to retrench; and so important is this that it may be deemed universal.

But how is it among our farmers? Where is the man who can tell what any of his products cost? His wheat per bushel, his potatoes, his calf, or the poultry, eggs and butter as manipulated by the aiding wife? Should not a man in this important, nay fundamental, branch of business know as well as the factory owner, the maker of harness, the creator of brooms? Should he not take account of the hours spent in the raising of wheat, tomatoes, beets, as does the carpenter or the man who soles your shoes, or makes your stovepipe, or digs your garden? Should not the farmer estimate his capital invested in land, in water, in implements, in hired help, in personal labor or supervisor? Should he sell at random? Should he and his neighbors compete with each other, or allow dealers—buyers, to put their price upon his produce any more than the producer of cloth or garments, or the gigantic dealer in hog products from ham to lard? Is it fair that the merchant should make the price of wheat and the goods given in exchange for it? That the price of butter and of sugar should be in one man's hands? Or should the farmers organize, as do men in all other industrial directions, to keep up the price of their products to a living and profitable point, as is done with sugar, coal oil and every other manufacture?

To do this successfully the cost of each thing should be closely estimated, production, marketing, waste or shrinkage, as closely as is done by the grocer or the dealer in barbed wire and implements he uses. Such a business supervision would keep the farmer from being swamped by unnecessary machinery, by corroding debt. Every move would be business-like and intelligent; and so the fundamental industry of society, being placed upon a sure foundation, the superstructure would be more stable and enduring, and general prosperity become better assured than it is at present!

UTAH'S INDUSTRIAL ARMY.

FROM DAILY OF APRIL 18.

A new "general" will very probably be manufactured in this city by the unemployed, for the purpose of leading the Utah contingent of the industrial army out of the wilderness for better or worse. The man who is figuring on getting the job is H. E. Carter. At a meeting held in the Galena block, the