

legitimate limits, is one of the most powerful cementers of commercial union. But it should be carefully guarded from the many abuses which are liable to creep into it, and these are many, and often subtle in their workings.

One of the most common abuses of credit is the reckless incurring of liabilities, caused in most instances by our sanguine calculations upon the results of the future. From this spring the evil of overstocking and its legitimate successors slaughter sales and dissipation of profits. This abuse is one which men with the most strictly honest intentions often fall into, and must, therefore, be carefully guarded against. But this mistake is not made by purchasers only, and on the contrary is too frequently encouraged by wholesale sellers and manufacturers. The eagerness of competition in the present day often makes wholesalers reckless in their sales and burdens their customers who might otherwise glide lightly onward in their business career. It is too common a practice to sell all that can be sold to one who is rated as a good man, and enough care is not taken always to keep a good man good for the future. Two years ago this practice was certainly carried to an extreme by wholesalers, while their customers seconded them by running to the extreme of overbuying. The past year has, after a severe lesson, brought out a reactionary tendency, and the rapidity with which hundreds of retail merchants have risen from a shaky state to one of business safety, is due entirely to the mutual manner in which both buyers and sellers have endeavored to repair and guard against the evil they had fallen into.

But there is another description of abusing credit which often brings great and unnecessary injury to those who are guilty of it. That is a negligence in attending to pecuniary obligations. It is astonishing that many men who are in a perfectly safe condition fail not only to meet, but actually to pay any attention to such obligations as they fall due. Paper falling due is allowed to go back without any explanation, when a renewal of the same required only a little arrangement previously. This abuse of credit is by far the most dangerous of any that a man of honest intentions can fall into. In many a case it has given birth to legal proceedings against a perfectly solvent and honest man which have brought a

deluge of suits against him and forced him into insolvency. Such carelessness cannot but shake a creditor's confidence, and as we are now placed, without any legal power of compelling equal distribution of an insolvent's assets, shaken confidence is very liable to be quickly succeeded by suit for recovery, as self interest dictates that first in, fares best where danger exists.

There are many other systems of abusing our limited space will not allow our noticing. Those we have noticed are not only frequent in their occurrence but are too frequently practised by men who have both the intention and the wherewith to pay 100 cents on the \$1. The deliberate and studied abuses of credit resorted to by dishonest men it is unnecessary for us now to refer to, but it does certainly seem a pity that the recklessness or carelessness of perfectly honest and solvent men should be allowed to bring them into a position where, so far as the verdict of the outside world is concerned, they are no better than men destitute of commercial honor.

MANITOBA WHEAT GRADES.

Parties who are well acquainted with grain affairs of this province were astonished on Saturday last when they read the extract from a letter from the Ottawa correspondent of the *Pioneer Free Press*, which will be found in another part of our columns under the heading of "Manitoba Wheat". The statement that MacKay & Co., of Ottawa had received 30,000 bushels of wheat from this province graded here as special No 1 hard, which was in such a state with smut, and sprout, and so soft as to be totally unfit for roller milling purposes, is certainly a strong assertion to make, and one which requires more than the scribbling of an irresponsible and anonymous correspondent to make it reliable. The matter therefore requires sifting, and it requires very little of that process to place a very different appearance upon the whole affair. Upon inquiring into the matter we find that MacKay & Co. of Ottawa did actually receive somewhere in the neighborhood of 30,000 bushels of wheat from Manitoba this season, and that the wheat in question was far from being first class hard milling wheat. But we find also that the wheat in question reached MacKay & Co. without ever being inspected or graded, although their instructions to their buyers here were to have

it inspected and graded. Furthermore, we find that the purchasing agents of MacKay & Co. were a lumber firm, whose business experience did not exactly fit them for grain experts, and lastly we find that the grain shipped to MacKay & Co. was forwarded in an uncleaned condition just as it had come from the threshing machine, and was bought in one of the few districts of Manitoba where smut has made its appearance this year.

There is a story told of a thirsty old Indian, who for a bottle of rum told where a fine deer was lying shot. The original owner of the rum after failing to find the deer hunted up the Indian and accused him of lying. "Did you not find the red rock on the river" asked the wily savage? "Yes" said the infuriate trader. "Did you not find the tree fallen over the same?" "Yes" yelled the trader, "but I found no deer". "All right" said the savage, "Two truths, only one lie, very good for Indian". The correspondent of the *Pioneer Press* seems to have acted upon the same principle. He can content himself with the consolation, that in saying that MacKay & Co. received some wheat from Manitoba he told one truth; that the wheat was not first class was another truth, and on the strength of these two immaterial facts he writes a bundle of the most unqualified and apparent falsehoods. Like Mr. Snake in "The School for Scandal" slander paid him best, and good paying work he never left half finished. But there is no necessity for following up this poor scribbling slanderer. The fact that special No. 1 hard is a wheat grade never heard of until he invented it for the occasion, shows that he can be ingenious in his lying, but it also shows his ignorance of the subject he tackled in Manitoba wheat.

There is a lesson to be learned even from the lying scribbling of this irresponsible correspondent, and that is to save the Northwest from injury through such unprincipled and unscrupulous libelers, a system of compulsory inspection of all wheat before it leaves the Province is a necessity. Such an extreme course THE COMMERCIAL has hitherto opposed, but it does seem as if no other system will save the country from injury by libel. Adopt such a system, and we need not fear but Manitoba wheat will stand in competition with the best ever stored in Duluth or any other place.