

DISHONORING DRAFTS.

A LARGE number of wholesale houses who have been subjected to a great deal of annoyance in the treatment of drafts by out-of-town customers, will fully endorse the sentiments expressed by the *Chicago Apparel Gazette*; that journal says: "There are too many who are injuring themselves irreparably by refusing to honor drafts that are drawn upon them for bills that are due. There are few things that will arouse a man to a state of greater disgust toward a customer than to have a draft that has been honestly drawn returned unpaid. An account is overdue, and a statement is sent which says that unless a remittance is made before a certain date a draft will be drawn for the amount. No attention is paid to this, which the seller takes as meaning that the draft will be honored, and consequently, when the time allowed has elapsed, a draft is made, only to be returned in nine cases out of ten without comment. It is not only an unbusinesslike transaction, but it is a positive insult to the wholesaler to treat his requests in such a manner.

Frequently the most trivial and absurd excuses are given for dishonoring drafts. A claim of 50 or 75 cents for freight, if the goods were to be delivered, or a similar amount for damaged goods or something of that kind; but even allowing that the claim may be a just one, is it not a thousand times better and more honorable to pay the full amount of the draft, notify the house of the slight discrepancy or overlooked rebate and politely request an adjustment? There is not a respectable house in the country that would not see that the claim met with an immediate recognition. Buyers fail to appreciate the annoyance that it gives sellers as well as banks by having drafts returned when they are rightfully due, and should meet with prompt acceptance and payment. To say that you 'have written' or 'will settle with

their travelling representative' are paltry and lame excuses, and only hurt you in many ways and put you under suspicion as being a man who desires to be unfair and tricky in business affairs. Endeavor to err on the side of the right and you will always be fairly dealt with.

COMPETITION.

A GREAT deal is said about the growth of competition, but, as a matter of fact, it is no greater to-day than it ever was. Indeed, if there has been any change at all, there has been a decrease, because it is easier now than ever before to get the necessities and luxuries of life. The methods of competition have, however, changed very materially, and he who cannot change with the times, but clings to old-fashioned methods and old fashioned notions, cannot meet the competition of the present day, however well he might have been adapted to meet that of a generation or two ago. It takes a broader, a bolder and a quicker man to make a commercial success now than it did in the last century, and the slow-going, over-cautious trader is out of place. The commercial spirit of to-day is not the commercial spirit of the middle ages. It is not so sordid nor so narrow, and the leaders of industry and trade are not the descendants of their ancient predecessors. They are the descendants of the warriors, the fighting men whose opportunities have been practically, obliterated by the evolution of civilization. Losing the opportunity of war, their restless and enterprising spirits have sent them into the less sanguinary paths of industry and trade, but they have brought with them the the fighter's force and activity—the genius of generalship. They have exchanged the competition of war for that of industry, and there is no disputing the fact that they make things move. --Ex.