

local market will yield, has to give way before the more aggressive one of selling as much as the local market can be induced by tempting prices to take. Prices must be made to have the effect of causing people to buy, not because they want the goods, but to buy for the sake of buying. All goods must be marked at a point which shrinks far away from the level of prices maintained by local resident dealers. Thus do these invaders aim to net all the trade that belongs by virtue of his citizenship to the old trader of the place. The trade of a place is no man's preserve, it is a free element from which any man may sluice off what he is able to make power to run his purposes. But while all may compete for it with equal moral sanction, yet none have a right to do it or anything else dishonestly. Where goods are staple articles of trade they should be sold as staples, no matter though they be depreciated according to standards of fashion in other places. Also, if a man aims to make something out of a surplus that is unmarketable in his own city, he should be sufficiently assessed in the town to which he resorts for a sacrifice market to make it worth his while asking a fair price. The Municipal Act needs amending in respect to two or three matters of concern to local traders, and this is one. Town councils should have the power to put a special tax on all such birds of passage and of prey, as town councils at present have to tax pedlars and auctioneers. This would be a source of protection to the leading maintainers of the towns' revenue, the tradesmen. It would put it out of the power of city men, who had overestimated the capacity of the city demand, to make up for their miscalculation by levying on the town and village traders.

Such a solution of the matter, however, is contingent upon circumstances that are not of favorable aspect. The public want bargains, and it is from the public would have to come the demand for such an amendment. The tradesmen are but a part of the public, and with interests on this question that are opposite, according to popular and shallow logic, to those of the majority. But while such an amendment may be impracticable at present, there is another source of reform in which the will of the trade is more potent. That is organization. It is time the book-selling and stationery trade presented a solid phalanx to the combination of fraud and greed by which it has been so long beset. Let the booksellers consolidate their opposition to the various evils that are wasting their trade, and they will restore it to the position it once was in. What would become of this gipsy practice of camping within the trading domains of another man to ruin his business? It would be extinguished. Such an association, if it were more than a name, would be the means of establishing a few principles which in time would grow into traditions. Such is the case in the professions, in which time has developed an esprit de corps that is the basis of honorable inter-fraternal dealings. Trade is free, but close fellowships can make of it a salable commodity, as is the case with physicians' practice to-day. Let booksellers go seriously to work together and there will soon be a lot of reformed poachers.

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