

value to lure customers to their place of business. Goods are marked above their real value in order to make room to make a discount satisfactory to the "bargain hunters" who are not all dead and who, generally, consider goods a bargain or not according to the amount taken off the original price. It seems that people like to be humbugged.

They have also to contend with insane competition among themselves. Some unscrupulous fellow will "run amuck" to clear all competitors. He pays more for eggs than the other fellow and tells his customers that he has found a new market for them in Greenland. He also imports his sugar from Patagonia and his tea direct from *Mr. Shanghai* in *Hongkong*. In fact he is a wonderful fellow so long as he gives the low prices. The older business men who do business as it should be done, know full well, that there can be one ending to this, but don't care to let their trade go; and a war of prices is the result. In the end no one is the richer as many were tempted to buy something they did not require simply because it was so cheap.

The credit system as we have it is another matter with which they have to contend. Twelve months credit is almost unknown outside of this Province and travellers are surprised when they discover how business is carried on here. This pernicious system is largely a matter of habit and our people like to stick to old customs. It is not necessary with our modern farming methods and should be done away with. As matters are at present the dealer may be very thankful if he is paid even at the end of twelve months. We know of many cases where a customer left the old account unpaid, and started to buy as if all was squared off; and such a class of customers are sure to become very indignant if reminded that last year's is not paid. They will tell the dealer in plain terms that if he talks that way again that they will give their trade to