

ONE PRICE.

The merchant who succeeds in building up his business and realizing the most profits, asks one fair price for his goods and firmly refuses to lower. The customers who want good goods are willing to pay what the article is worth. These are truths which close and intelligent observation always confirm. Yet there are some retail dealers who, rather than lose a stubborn customer, will reduce the price of goods to almost what they cost; and there are customers who invariably haggle for a lower price, even if an article is offered at a reasonable rate. The merchant who begins to occasionally "knock off a little" on regular prices, having shown himself untrustworthy, will be continually tormented by cunning and mean customers until he yields again and again to the serious detriment of his business; and only by a decisive return and a continued adherence to a one price basis can he recover his former prestige.

Customers who invariably try to "beat down" on prices wherever they go to trade, although they can occasionally get many things cheap, only accomplish their purpose by showing that they have no self respect; and moreover, in most places in which they enter, they expend their breath in vain, for care is taken that they never be given a cent's worth more than their just due. On the contrary, reasonable customers, who do not complain at reasonable prices, will be the favored ones, and will have extra pains taken with their orders, so they will be sure of obtaining their full money's worth. Justice, clear and simple, and business stability, require that goods and articles of all kinds should be sold at one price. Whoever succeeds under such circumstances in getting anything for almost what it cost, knows that he is defrauding someone out of his dues, and the dealer who yields to the imposition knows that he is sacrificing his own rights, as well as strict business honor.

EGYPTIAN PROSPERITY.

There is one conspicuous feature that especially distinguishes Britain's administration of the affairs of its dependencies from the policy adopted by most other countries; that is, they are primarily conducted with a view to advancing the interests of the inhabitants. This is the secret of our success as a colonizing and governing race. We have discovered what most other people, who attempt such tasks, have not yet learnt, namely, that to ensure the well being and prosperity of the peoples we rule is the best way of promoting our own. This is a lesson capable of world wide application in every sphere of life, and it would be universally perceived did men not allow their eyes to be closed by intense selfishness. In proof of the advantages of our policy and its successful application, a grander illustration could not be found than that of India, and history affords no parallel to it in the records of any other nation. About ten years ago, we took control of Egypt, and though the irritable jealousy of our neighbors has led them to throw every possible obstacle in the way of our success,

the results accomplished are such as have greatly astonished disinterested observers, have secured the confidence of the people generally, and have carried the prosperity of the country to a point which has few parallels in its history. It may even be affirmed that we have laid the foundations of a period of prosperity greater than that which distinguished the country in the days of and under the administration of the Israelite Joseph. Brilliant as was his conduct of the country's affairs, it ended in the reduction of the entire people to servitude—a slavery which has practically lasted from that day to the time of our assumption of the government. But slavery in all forms is inconsistent with English principles and policy, and steps were immediately taken to abolish it as speedily as possible. This has been done, with the greatest advantage to their welfare, and there is every reason to believe the people properly appreciate their newly acquired freedom.

The further measures taken to develop the resources of the country are also proving highly fruitful in more senses than one. Advice during the week report that the immense increase in the cotton and other crops, which has resulted from the measure of the irrigation engineers, the establishment of a just system of water supply, under which the poorest grower is favored equally with his rich neighbors, the ready accessibility of the officials, and their promptitude in redressing grievances have inspired cordial good feeling and respect on the part of the natives for English work.

There is no reason why in the new circumstances that have arisen the African continent Egypt should not become a source of light, and leading.

THE SALMON SITUATION.

The San Francisco *Herald of Trade* says: "There is nothing new in the local situation. The new syndicate which is to attempt to control the product of canned salmon in Alaska in the coming season is not yet organized, but there are said to be good reasons for the positive views of some of the promoters of the plan of organization in respect to the probably early announcement of a gigantic stock company capitalized at \$5,000,000, and taking in twenty-three and probably a larger number of the thirty Alaskan canneries. What the representatives of all these canneries may do can not be foretold. The probabilities are that they will organize this stock company. The idea of pooling with the view to make an exorbitant profit has never been countenanced by the packers. As a matter of fact, even with the sanction and hearty co-operation of all the packers, it is improbable that any pool could be successfully operated that had for its chief purpose the fastening of a 'cinch' on the trade. There is a level of prices above which the market can not be raised without inviting dangerous competition or clogging the wheels of trade. The Alaska Packers' Association (now defunct) wisely kept prices at a point that encouraged a free and easy movement of their product. The result is seen in the fact that the Association closed up its business without a case of goods as a surplus of the season's requirements. There is not a case of sal-

mon to-day on this coast or anywhere else owned or controlled by the Alaska Packers' Association. That organization has carried out the work for the performance of which it was organized and closed up its business. In their last circular to the trade, Alaska Packers' Association prices were quoted as follows, net cash:

| | In lots of 350 cs. | 1,000 cs. | 2,500 cs. | 5,000 cs. |
|------|--------------------|-----------|-----------|-----------|
| King | 1 29 | 1 19 | 1 17 | 1 15 |
| Red | 1 15 | 1 14 | 1 12 | 1 10 |
| Pink | 1 10 | 1 09 | 1 07 | 1 05 |

There were f. o. b. prices for the Association's holdings in San Francisco with the following terms: "If exported drawback to sellers. Goods to be accepted in San Francisco. No guarantee except for swells." The Association was organized to rehabilitate the salmon packing industry. It succeeded in its purposes. It has restored in a measure much of the order of prosperity that was characteristic of the early days of the industry. The promoters of the stock company now being organized acknowledge this to be the fact, and it is with the idea of insuring the continuity of this prosperity that they now propose to organize."

The *London Grocers' Gazette* says: "The demand has shown a further improvement this week at the firmer prices lately ruling. The prospects for this article and for canned goods generally certainly appear far more favorable than at this time last year, whilst export firms report that their indents by recent mails are very much better than for a long period."

Liverpool correspondence of the *London Grocers' Gazette* says: "Nothing reliable in Red Alaska salmon can be had in 100-case lots under 20/6J, while 2/1s is the price for retail lots. The demand continues and buyers are operating freely."

OVER PROTECTION

Over protection often injures domestic trade. In every branch of industry there are branches which may be said to cling to the ship and impede its progress, and as barnacles are known to accumulate when the ship is becalmed in sluggish currents, so when the ship of trade is surrounded by the enervating influence of over protection, it accumulates barnacles of weak firms doing business where there is no opening, whose inevitable failure, rate-cutting and other expedients result in more injury to legitimate business than would the removal of a portion of the tariff wall. The fostering of domestic industries is one thing, but to do this it is not necessary to erect an hospital for incurables, idiots and cripples. In the existing tariff one or two such hospitals may be found. We do not wish by implication to attach opprobrium to the coal oil industry of Canada, but we cannot but think that the duty direct and indirect upon this article when imported from the United States partakes somewhat of an hospital for the infirm, and that were it cut down, it might actually result in improving the Canadian producing trade, by scraping away barnacles. We are by no means opponents of the Canadian oil industry, and will do it full justice in a lengthier article in a subsequent issue. A slight modification in the flash, test, etc., would go far to make up for a lowering of the duties.—*Canadian Trade Review*.