## PROGRESS, SATURDAY, AUGUST 8, 1891.

#### TOO LONG. CREDIT IS

2

## A BANKER EXPRESSES HIS OPIN-ION ON BUSINESS METHODS

In Vogue at the Present Day-Some of the Reasons Why so Much Time is Given-The Consequences are Apt to be Bad-The **Prospects for Fall Business.** 

PROGRESS had the pleasure of having a long chat this week with a gentleman prominent in banking and business circles regarding the present condition of trade and the outlook for the future.

"There is no reason," he began, "to be discouraged as to the present condition of business or the prospects for the fall and winter. On the contrary, all things considered, the people of St. John and those of the province generally, have every reason to be thankful. Business has been dull, it is true, but we have had in no part of the province anything like a panicky feeling; and I feel well assured that the worst is past, and that, with good crops all over, the fall will see a most satisfactory revival in trade. In the great majority of cases country traders have been able to pay or more on their obligations, and the wholesalers have no reason be dissatisfied. The present to of course is not the time to pull in all sail so far as accommodations are concerned, but it is a time when business men generally, might well consider if the methods of trade all over the dominion could not be very materially changed. For some time past Ontario and Quebec houses have been extending their time of credit until at the present moment goods are being sold by them on really a credit of in many cases a whole year. In order to compete with them the St. John or other New Brunswick or Nova

Scotia wholesaler has to follow suit. I regret to say that it is a fact that some business houses are selling goods now, the bills which will not begin to on date until next March or April. Then the parties will be drawn Pat Rick. on at four months, and in some cases six months. Indeed this system has grown to such an extent that with many traders it has got to be not so much a question as to of ye fragrant hay sought he to evade the what the goods are to cost as to what law. length of time the manufacturer or wholesaler is prepared to give. This system is doubly severe on the honest trader. In proceeded to pitch around promiscuously and of being able to rest himself when tired the first place it gives a dishonest man a ve fragrant hay. chance to really buy at least two stocks in a And so ye battle waved long and loud first bill becomes due. As a consequence the wholesaler is swindled and the honest trader has to suffer by having to compete honest man suffers in another way in consequence of the system. He does not look as sharply after his retail credit customers, and when a demand is made upon him he may not be able to pay, which in many cases would mean disaster. Of course there are scores and scores of honest should devise some means by which the stocks of parties in trouble should not come into competition with those of other business concerns."

like this: "We can afford to cut into each other on prices on some lines of goods and yet make a profit; but we cannot afford to encourage a system that really means a year's credit. If we encourage this, will it not lead to a greater evil? We believe it will, and we will therefore out of regard to our common interests put a stop to a system that may destroy the honest trader, result in great losses to ourselves and be of benefit only to the dishonest trader."

THE WITNESSES WERE TARDY.

Some Interesting Chronicles of the Scott Act in Sussex.

And it came to pass as has heretofore been heralded in your columns that Sussex was inwardly disturbed by ye enforcement of ye Scott act.

And divers sundry persons have been hauled before ye chief magistrate and rulers among ye people.

And straightway many summonses were made on ye young men that they should come before his honor and testify.

But behold as ye day came for ye testimony they came not. No, not one.

Some departed for ye fishing grounds, others went to the country for their health, and yet others silently, like the shadows of night, drifted away to unknown regions. Nevertheless the stern arm of the law restrained some who did wax exceeding wroth, and withal did have to come and testify. But ye testimony of Willijum was straight and to the point and caused Frederic sore distress.

But as yet ye Chief Magistrate and Ruler among the people was tardy in pronouncing sentence.

Whereat much indignation did prevail, and a meeting of ye Chief Priests and Elders was called in ye Oddfellows temple to debate upon the same.

And again it appeareth that one Pat Rick hath again transgressed the law and straightway the majesty of the law was again evoked.

And sundry parchment was duly placed in Mack Clouds hands to duly serve upon

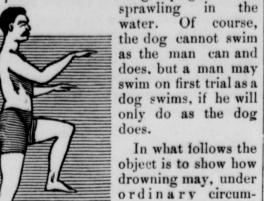
But in the distance Pat Rick saw ve Mack Cloud coming, and straightway made at first attempt. Man's ignorance of so he for ye stable and in the inmost recesses

But the sport of ye Mack Cloud was strong within him, and immediately he

by floating, a thing which the animals never do. The man who cannot swim must year and dispose of the bulk of the goods | but the majesty of the law was fully susfollow the example of the animal, and at low figures and clear out-all before his tained, and Mack Cloud retired victorious. should go on all fcurs. He must strike alday hath he been vigilantly engaged in extracting the hayseed from among his hair against such a person while he is in trade and garments. So much so that ye small and against the balance of his bankrupt boy and ye funny men question each other stock after he has quit the country. The and say one to the other, "did'st see the shows how it is done. In order, then, to hayseed falling from him all the day long." | keep from drowning it is necessary only to And again it is said the end is not yet-ye | tread or walk the water. public men and parsons, ye merchants, tailors and sundry others have of their out of your depth is to float, which consists shekels poured forth an abundance where- simply in lying flat on your back. This is with to drive the evil from the land. And ye publicans and sinners against the law failures. Whether failures are honest or have it is said daily cried out in the full- limbs extended, but flexible, the arms otherwise, creditors in their own interest ness of their hearts, "Oh grant us quick placed close to the ears, with the hands relief from the oppressor." But no relief cometh and like an avalanche bears down upon them the avenging host prepared to stand upright. Yet any man, woman or make it exceedingly hot and crisp for the

A USEFUL THING TO KNOW.

To keep from drowning it is not necessary to know how to swim. This may seem at first a rather strong assertion, but much depends on the meaning that is attached to the word "swim." A man may be able to "tread water." yet he may not know how to swim. When a man swims it means one thing, when a dog swims it means another and somewhat different thing. In the main, the difference is one



children the dogs met on the banks of the lake and the little spaniel began his fight for life. He adroitly managed to get the bull-dog to the edge of the water and then got him where he had to swim. After this display of intelligence his battle was a good deal more than half won, for he had the bull-dog at his mercy and in a very short time had him drowned."-Ex.

"Oh, he is a born debater !" said one friend of another the other day. "There is nothing he likes better than an argument. He won't even eat anything that agrees with him."

STRAWBERRIES and CREAM, GREEN PEAS and CUCUMBERS, WATER MELONS and PINEAPPLES, PICKLED MACKEREL and SHAD, for sale at 32 Charlotte street, by J. S. Armstrong & Bro.

## CONDENSED ADVERTISEMENTS.

Announcements under this heading not exceeding five lines (about 35 words) cost 25 cents each insertion. Five cents extra for every additional

**10 BEAUTIFUL** LARGE Photos (unmount-points of interest in and about St. John, mailed to any address on receipt of \$1.00; 8 mounted and highly burnished, same price.— Photo Studio, 241 Waterloo-st., St. John, N. B. aug. 1. 1m.

FOR SALE, HALLETT, DAVIS & CO. square Piano, 7% octave; four round corners. Cost \$600.09, only a short time in use; must be sold; price, \$250.00.—C. FLOOD & Sons, 31 and 33 King street. aug 1.

STAMPS, COLLECTORS, ATTENTION! 25 varieties Foreign Stamps, and Album to hold 200 varieties, only 25 cents. 1000 mixed Foreign Stamps, only 28 cents.—A. E. JUBIEN & Co., 38 Brenton street, Halifax, N.S. Aug15\*

SHORTHAND, FRED DEVINE (Court steno-grapher), will receive pupils in shorthand and typewriting, at 251 King street east; Tuesday and Thursday evenings. Scovil system. july18 3m

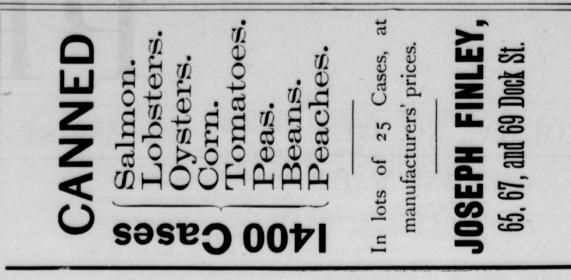
PHOTO, OF QUEEN VICTORIA, cabinet size; very handsome. Sent by mail for 25c. in coin or stamps.—H. V. MORAN & Co., Box 21, St. John, N. B.

89 LESSONS IN PENMANSHIP FOR \$1.50. This course consists of nearly 300 esparate pen-written copies (repro-duced) of exercises, capitals, small letters, figures and elegant writing, accompanied by a book contain. ing full and explicit in structions. Sent post-paid to any address, on receipt of price. Address,—St. John Institute of Penmanship, J. R. CURRIE Prin. jy18 1m.

FOUNTAIN PEN, 25cts. SOLID RUBBER; writes beautifully; does not clog or get out of order; very simple. Sent with filler, on receipt of 25cts., in stamps or cash. Agent wanted. H.V. MORAN & Co., Box 21, St. John, N.B.

TWEEDS, A LINE OF BROWN AND strong and durable. Suitable for either pants or suits for every day wear .- A. GILMOUR, Tailor, 72 Germain street.

BLUINE, THE GREAT BLEACHING Bluing do 24 washings and last six months. The cheapest



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worth of Clothing going to be sold. The Oak Hall Clothing House have purchased the stock of WM. J. FRASER, the Royal Clothing Store. This stock will be sold at once, at any price. It is a very fine stock, and must be sold. A heavy discount will be made on Men's Clothing to close out the entire stock.

> OAK HALL, SCOVIL, FRASER, & CO.



## Person Need Not Drown-Hold Your Breath and Follow Instructions.

stances, be prevented

even in the case of

persons wholly ignor-

ant of what is called

TREADING WATER. the art of swimming.

In the first place, it is perfectly natural

for every human being to float. With the

lungs inflated and the body below the

water, one cannot possibly sink. There is

no easier method of keeping afloat than

by treading water. The operation is just

like running up stairs, and about as diffi-

cult. It is perfectly natural for animals to

"swim." Throw a dog into the water, and

at once he begins to walk the same as

when out of water. Why should a man,

woman or child do different under like cir-

cumstances? Clearly there is no good rea-

son why any human being who cannot

The trouble is that nine persons out of

ten lose their presence of mind when for

the first time in water beyond their depth.

If, instead of struggling, people would do

and even the cat tread or walk the water

simple a thing as treading water is a little

remarkable. It is nonsense to say that

animals have any advantage in the water

over men. On the contrary, man has the

further advantage of paddle-formed hands

swim should make a few helpless struggles, raise an outcry, throw up the hands, and

sink out of sight.

of position-of standing upright or of sprawling in the water. Of course,

"What remedy would you suggest?"

"My mind is not definitely fixed upon what would be a proper remedy. One way to cure it, however, would be for the principal creditors to take back the goods or job out the bankrupt stock among those in business in the same city, town or village in which the failure occurred. I do not say that this would be the best method, but I am satisfied the business men of the but cry in vain. dominion could agree upon a proper tention."

"What is the cause of the long credit system to which you have referred, and how would you cure it?"

"The cause is twofold. It is due to return again to their first love. over-production and a natural desire on the part of manufacturers to get clear of all surplus stocks; and also to the spirit resident of Donegal and Saddle Back shall of competition among the wholesale trade. be clouded o'er as he fails to find his distances. Last year a dog was washed Under it honest traders are liable to buy favorite draw as of old. too largely. The time for payment seems so far off that they in many cases purchase much more than they require. The result is that when the day of reckoning comes more than a few of them have to further enlightened as to what hath been draw back on the original sellers. In this done and the results thereot. way they are liable to get into deep water, and many a man who, under short credit, battle even from the uprising to the going would be doing a safe business, would be shipwrecked under the present threatened system of long credit. Now for the remedy. Over-production can only be cured by lessening the supply and I fully agreed with the position of PROGRESS that the over supplied lumber market could not be cured by getting the mill men of St. John to work ten hours instead of nine. A curtailment in the hours of labor at all manufacturing work all over the dominion would do much to cure the present difficulty. I do not mean to say that five, six or seven or eight hours should constitute a day's work, but I mean to say that until the evil of over production is cured the hours of labor should be reduced in most a run of five hours' duration. Shorter lines of industry even if a three-quarter day system were estab-lished for a time. I can well understand and whatever this class of vessels can do that St. John manufacturers of all kinds might naturally have a grievance in having possibilities of a yacht, and indeed to compete under a nine-hour system against goods from small towns where they work ten or more hours a day. Their effort, however, should be directed more towards spreading the shorter hour system speed, but we can only admit that, as all over the dominion rather than in killing progress has been made in the last decade, out the mine-hour movement here. It re- | raising speeds from 40 to 50 per cent, it is quires but little logic to enable a man to not unreasonable to expect a still further time to do this. reason that over-production cannot be gain, although not so marked a one. It is 12. And when a dozen other circumcured by longer hours. Once the trade of surely within bounds of reason to say that, the dominion is regulated in the matter of by the opening of the new century, steam over-production, it should not be yachts having a speed of thirty-five miles difficult for the wholesalers of an hour will be no uncommon thing; and Canada to come to a common understand- it is also to be hoped that, with the iming as to the length of credit to be allowed. provement of materials of construction, It is their interest to do so, and they will be forced in self-defence to do so at no very distant day. What is to prevent a meet-will be taxed to their utmost in the man-will be taxed to their utmost in the man-seemed anxious to fight and kill the little. distant day. What is to prevent a meet- | will be taxed to their utmost in the maning among the different wholesalers in some agement of machinery and the guidance of part of the dominion every year? They vessels under such conditions. -Lewis forts were made to keep the dogs apart, but might wisely say to each other something | Herreshoff in North American Review.

offender.

For is it not an old saying that "the mills of the gods grind slow, but grind ex-ceeding sure." And the air is white with the promises and pledges that the offender shall be driven from the land.

Then will arise an exceeding bitter cry when the thirsty tongue and parched throat shall cry for the "Barley Bree," as of old,

When the sound of the ale pump pouring method if they gave the matter serious at- forth its frothing stream shall no longer be heard in the land.

When they who once were used to quench their thirst met the cool and sparkling water from the old oaken bucket shall

ance of ye bronzed and sun burned

written the war goeth on and the end thereof no man yet knoweth. But in the time to come ye shall be

So that ye shall know how goeth the

X. Y. Z. down of the sun.

## The Speed of Steam Yachts.

From a general view of the subject it

speed can be reached by confining the at- is quite possible, according to a contemtention to any one element or factor of porary, when all the following conditions speed; but by a constant devotion to the come together: details of construction, particularly with a view to lessening weights, much can be done to increase the speed of yachts and other vessels, even with the materials now obtainable. With means now available, a speed for a yacht of twenty-eight miles an correct letters in the different cases. hour is quite within our reach; that is, for runs at a rate of thirty-one miles an hour may be taken as a measure of the more; for when the warlike apparatus is omitted the chances for attaining the high- | ed proof attentively. est speed are increased. It would not be wise to place an actual limit on possible

But it is chronicled that even unto this ternately with hand and foot, exactly as the dog does-one, two; one, two.

All human beings can walk in the water without any preliminary practice, it they will simply keep cool-headed. The cut

The most simple way to preserve life if easily accomplished by keeping the lungs inflated, the head thrown well back, the over the head. The majority of people prefer to float on the back rather than to child who can walk on dry land can also walk in the water with safety.



The above figure shows the correct position for floating on the back.

It is surprising how long animals and Luman beings are capable of sustaining themselves in water. In one well authenti-cated instance a dog swam ashore with a letter in his mouth at the Cape of Good Hope, while the crew of the ship to which the dog belonged perished. The sailors When the severe and smiling counten- need not have been lost had they treaded water as the dog did. Although unable to rest by the way animals swim immense overboard during a gale off Cape Hatteras, And so even as these chronicles are and yet made his way safely to shore. Only a week or two ago some cattle were swept from a vessel during a storm off the Maine coast, and more, than half of them were saved.

If you cannot swim and should fall overboard don't scream, but try to "climb up stairs" with hands and feet."-Ex.

### "When."

Most people who read a paper would like to have it come to their hands without would appear that no marked gain in any typographical or editorial errors. This

1. When the contributor has written correctly.

2. When he has written the correct thing distinctly.

3. When the compositor has only the

wrong case.

6. When the "reader" corrects every

error. 7. When the compositor corrects the

8. When the "reader" reads the correct-

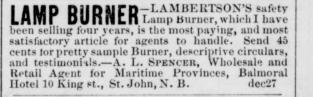
second proof properly.

10. When the revised proof is carefully "read.

11. When the "reader" has sufficient

and best Bluine on the market. Send 10 cts. to R. PARKIN, 78 Germain st for a sample. julv11

**COSTUMES**, WIGS, WHISKERS. – A. L. King st., St. John, N. B., has the largest and best assortment of the above in the Maritime Provinces, which can be hired for Parades, Carnivals, Theatres, Concerts, etc., at right prices. dec27



FIVE LINES IN THIS COLUMN cost 25 cents for one insertion—\$1 for one month. If you have anything to sell that any person wants, you cannot do better than say so here.

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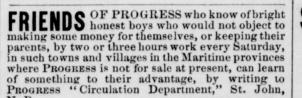
**SEATING** FOR SALE Cheap. Parties looking buildings, of any kind, can get a great bargain in this line by applying to TAYLOR & DOCKRILL, St. John, N. B.

LADIES' POCKET BOOKS, Note Papers, &c., (plain or ruled), extra values at MCARTHUR's, 80 King Street, may2 tf

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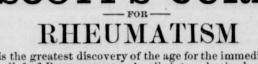


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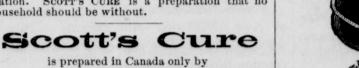


This is to certify that I have had Rheumatism and have used Scott's Cure for Rheumatism with great satisfaction, and I feel it my duty to recom-mend it to the world at large for its great value.

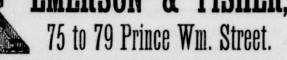
Yours truly, JOHN W. BENTON. SCOTT'S CURE

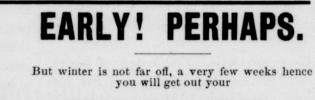


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COAL SCUTTLES.

Our Winter Stock arrived this week, and EARLY PURCHASERS have dozens to select from. We commence to show them today.

PRICES ARE REMARKABLY LOW.

MCAVITY & SONS, 13 & 15 KING STREET, ST. JOHN, N. B.

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TO REDUCE OUR STOCK, WE OFFER THE FOLLOWING Special Prices up to Aug. 15th.

| BRANTFORD SAFETY-Highest grade         | -30in. wheels; all ball bearing, \$125.00 for | or \$ | 105.00 |
|--|---|-------|--------|
| GIANTESS, 28in. and 26in. wheels; ball | bearing, 85.00 4                              |       | 70.00  |
| LITTLE GIANT, 24in. wheel; ball beari  | ng, 50.00 '                                   |       | 45.00  |
| " " " cone beau                        | ring, 40.00 4                                 | •     | 37.50  |
| ROCKET, 24in, wheel; cone bearing,     |   | •     | 32.00  |
|  |   |       | 30.00  |
| PET SAFETY, 20in. wheel; plain bearing | 5, 22.00 '                                    |       | 20.00  |

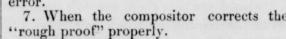
2 Second-hand Brantford Safeties, list \$125.00, only been in use part of this season, will sell for \$90.00.

Bicycle Sundries, such as Lanterns, Bells, Victor Wrenches, Tire and Rubber Cement, Lubricating and Lamp Oil, Cycle Brush Tools, Graphite, Etc.



4 When he does not take letters from a

5. When he sets them correctly.



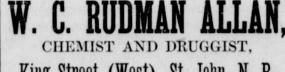
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stances work together for good.

## Canine Sagacity.

The following story comes from Stone Lake, Ind.: "A gentleman living on the banks of the lake has a small spaniel dog spaniel at any opportunity. Strenuous efthrough the thoughtlessness of some little



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