The Daily Reporter.

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CORRESPONDENCE.

BUSINESS POINTERS.

When you have anything to sell nev er sell when its wanted and there is a demand for it; you are liable to get good value or even more than its true value; for the reason that speculation is then rife and the business necessities are such as to bring on sharp competition, and sometimes their necessities are so great and the competition so strong they frequently will and do pay more for the article than can be got out of it; as was the case with wheat a few weeks ago, as shown by the Reporter in a wheat article under date of September 23d. The proper thing for sellers to do at such times is to get together; combining and get your neighbors to do likewise, and sell no wheat, under the deluded idea that you have "got" the buyers, they have got the ships that are liable to go onto demurage, and you have got the wheat, and an eternal scinch on the buyers and can force prices upward and wrest the buyers business from their grasp, and take it into your own hands by combining. What's the result? There can be but one answer: The buyer or buyers discovering your game, and recognizing your modest demand for the surrender, inquires very naturally to whom it is he is called upon to surrender. Upon investigation he finds the showing about thus: A, B, C and D have pooled and are demanding of me more than I can get; virtually demanding I should surrender to them not only my business and experience and the accumulations of years and years of toil. Can I do it? There is A who settled on a piece of land in early days and struggled along for years and is but little better off today than ten years ago. B, C and D in the same or worse fix. Mr. Buyer naturally concludes its not a safe firm to turn over his business to. He or they decide to act for themselves, what's the result? Men are dispatched to some other part of the country, or perhaps to some other state and there buy sufficient to load their ships. Or perhaps the ships chartered for wheat are loaded with salmon, lumber or some other commodity. Suppose the wheat lumber or other commodity could not have been bought on such terms as to admit of the buyer or charter party loading those ships, and they had rather than to be financially wrecked by the ill advice of A, B, C and D, cut those ships loose from the docks at Astoria, Portland, Yaquina or elsewhere, and send them to India or some other place for their loads. Would it not be the greatest loss to Oregon, and every producer of the state, that could happen. Whose fault was it? Was it the fault of the buyers? No. They were simply acting upon the principle which governs all men. "Self-preservation is the first law of nature." They protected themselves, and left A and B holding an empty sack. Now the ships have gone, prices begin to tumble. A, B, C and D are abusing the buyers for it; they have committed no outrage; in fact it was A, B, C and D's fault. To sustain this point they show that wheat declined 3 to 5 cents in that many days, and is going to decline as much more, because the ships are gone and there is no disposition to get any more. Its just awful, something has to be done; so A, B, C and D undertake to do it. They again combine and pool wheat, the worst thing to do, rush to Portland to sell it, and still further depress values by pressing an article upon the market when there is no demand, or no ships to take it. Upon arrival, and upon Mr. Buyers telling them there are no ships in port, or to be had soon, and gives them wholesome advise, they refuse to be comforted, hence begin to expatiate on their necessities. Their bills are due and must be paid (why didn't they think of that when there was a demand); and the wheat must go. We are not going to give you fellows any more chance; we ain't going to wait until ships can be got. To sum up results, the seller has so put it that its no longer a question of market value. His necessities are such that he feels he must have relief and must unload his wheat or other property at whatever sacrifice. If buyers take it they have got to hold it until ships do come. So he figures warehouse charges, insurance, interest for two or three months; deduct this from the lowest possible value; deduct for shrinkage and risk, and all this calculation is based on a demoralized market, made so by sellers. What's the result? You have made the buyers unwilling speculators off of producers necessities, by crowding articles already depressed on to a depressed and demoralized market, instead of keeping quiet until confidence in values could be restored. What is true of wheat is true of oats, eggs, butter, and every other commercial commodity. The purpose and object of this is that producers may profit by past experience and when business revives, and values improve, "as we are promised they will surely do, at no very distant future," meet the buyers on friendly grounds. Cultivate mutual relations and confidence, and do not repeat such transactions; do not pay such high prices for your experience. Let go before you are left with an empty sack in your hands, with pressing demands to meet.

UNCLE EZRA.

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