

to make a business success of running posts
them selves. If someone comes for food who
cannot pay or deliver goods to pawn -
he will never leave empty handed.

Some traders have been criticized for
high prices on goods and low prices on
purchases - but the traders overhead is very
high - his losses around the clock. But it
is also true that many traders have
established businesses yielding a high return
on investment. It has taken very special

qualities to produce a successful trader -
they have had to be frontiersmen in every sense of the
word - they have had to be good business
men. in order to hold their trade they
have had to be good traders in the literal
sense of the word - they have had to have good
humanitarian qualities, they have had to
watch out for theft - for efforts to cheat - such as
putting stones in bags of wool to make it
weigh more. This is just a game with

the old time Navaho who loves to get the best
of bargain. The traders must know market
prices far and near - must know qualities of

friends the Navaho have had over a long period of time. There have been a few exceptions of out right exploitation, and unfairness in trade. ~~Trading~~ For a period of

Sixty or more years. The trading post was an isolated spot - far removed from normal American contact. There were few roads, usually bad roads, impossible at certain times of year. As the automobile was developed - the traders were the first to have trucks. Now they have small planes, and as the new paved roads shrink distances - the posts will all but disappear -

Because of natural environment, the trader was able to collect for credit advance - So - day as more & more Navaho have trucks and cars of their own - they go to the reservation border towns to do their shopping.

Navaho themselves have not yet been able

wood - of sheep - of all produce and hand made
crafts that they buy, and be able to "take"
a rugged life. It certainly is not an easy one.
He must learn to speak Navaho. ^{He must have} ^{infinite} patience.

Spending time in port, watching the
conducted business - the comings and goings
is a fascinating ^{often long deliberation} Older women will come to
a counter & point to a certain article ~~after long~~
and put the money down. After while she will
repeat this, often many times, always paying for
each item separately. They sit for hours on the
benches along the walls - observing everything,
listening to all the news as it comes in -
deliberating. Sometimes an altercation waxes
warm when Navaho disagree. There is
always the purchase of Tobacco - of candy for
children - of soap - as the business of
dipping is conducted. Government officials
come to the port for various purposes - for
~~sheep dipping in the spring~~ - establishing
the true old place for sheep dipping - for
fair demonstrations - for posting notices.

The ^{Post} ~~Trade~~ - particularly the trading ^{post} - the
~~1880's to~~ past eighty years - has been
the center of activity, ~~for so long, amends~~
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