

the introduction more and more of labour saving machinery, which always deprives a proportion of labourers of their accustomed employment.

We take the ground, in arguing against protection, that the conditions of the manufacturing industry of Canada are such as to preclude the idea, except in a few articles, of an export trade. The United States manufacturers, the only ones at present with whom we could compete, will not let us into their markets, and from them our manufacturers do not need protection. If our manufacturers, or any of them, can show that, with the assistance of a high tariff for a few years, they can produce anything at a cost which will allow of its profitable sale in other countries, or even of its being sold here without protection, we will admit that so far, they may be entitled to the benefit of the incidental protection, which a revenue tariff could be made to give them. But in any other case, we are opposed to giving the manufacturers assistance drawn from the country at large as the country cannot, in the nature of things, receive back any equivalent return therefor.

SUCCESS IN BUSINESS A WORD TO YOUNG MEN.

THE object young men have in view in going to learn any mercantile pursuit, is to acquire a knowledge of the principles on which it is founded, for the purpose of using this knowledge after the lapse of a certain time, in business on their own account. Few young men, if any, enter on a business career with the intention of plodding along the whole term of their lives, in a subordinate capacity, but fondly cherish the hope of being one day their own masters, and of conducting prosperous businesses. This is a laudable expectation, and however contrary circumstances may prove, as circumstances ever which we have no control, will prove) ought to be cherished. It serves to stimulate habits of industry and economy. It preserves a wholesome amount of self-respect and it aids morality, by making young men desirous to acquire and maintain a good character.

It becomes, then, a most important inquiry, how a young man may best acquire such a knowledge of his business as will most speedily enable him to attain his cherished object. The purpose of the present paper is to indicate to the best of the writer's ability, some of the leading lines of conduct which must be followed to attain the end in view.

We must mention here, that a business congenial to the mind must be chosen—one for whose duties the intending learner is mentally and physically qualified. When this is settled, the first thing he ought to do is to take an interest in the business of his choice. "Take to it," is, perhaps, a better term. We are convinced that if young men but knew the many advantages of taking a deep interest in their pursuits, those who are indifferent would do so without delay. When such an interest is awakened, what may be considered distasteful about the business will soon vanish. Instead of consulting the time-piece so frequently and anxiously about meal-time and the closing hour, the hours will pass without a moment's pause, and instead of beginning in the morning with apathy going about all day with listlessness, and halting with pleasure the closing hour, the process will be reversed, eagerness and cheerfulness will take the place of these other feelings. The transition from taking an interest in the business, to making your employer's interest your own, is easy and natural; indeed, it can hardly be called a transition—the one is implied in the other. But we make it a separate point, because it has a wider scope and meaning. This is the surest and speediest means of advancement, and it is the best method of becoming qualified to conduct a business on one's own account.

It is reasonable to suppose that an employer looks with a more approving eye on young men who take an active interest in his concern, than on those who fulfil their duties in a merely mechanical manner. A reciprocal feeling, between employer and employed, is thus engendered, and the former will see it to be his interest as well as his duty, to advance those whom he feels confident have the welfare of his business at heart. Employers are generally quick-sighted enough to perceive this, and also quick-witted enough to retain and promote such assistants. Besides, as already mentioned, such a course is the best possible training, previous to starting in business on one's own account; for it follows that a young man who does his justice to his employer, is in the best position for doing duty to

himself, and thus of ensuring success in his business.

We say, therefore, to every young man who wishes to succeed—*"Make your employer's interests your own."*

There are a certain number of principles, so frequently recommended to the favourable notice of young men in business, as to give them a somewhat hackneyed appearance; such as economy, perseverance, courteousness, honesty, &c.; yet, however trite they may seem, on their strict observance real success depends. We may, at some future time, make some of these principles the texts of separate papers, and will, in the meantime, content ourselves by merely alluding to them.

What has been called by a celebrated American writer the process of accretion, ought, we think, to be included among the principles of success in business. If such an inclusion were made, the term would have a comprehensive meaning. It would mean the possession of technical knowledge—the acquisition of money to serve as capital,—in short, it would mean the acquirement of all matters which are indispensable to success. These ingredients of success should receive an early and careful attention from all who wish to succeed, and by grouping them together, as in this term, they are easily perceived and remembered.

Very much depends upon the manner in which the first three years of a business career are passed. The habits acquired during this time will influence the whole future, hence the necessity of early and close application towards acquiring true business habits and principles. There is an impression abroad that success in business depends as often upon chance as upon anything else. We believe, however, it can be proved that the great majority of successful men became so, not by chance, but by an intelligent application of certain principles. We admit that many become successful purely owing to chance. Such cases receive a notoriety from their circumstances, and are, perhaps, allowed to bulk larger in the eye than they ought; whereas the usual course of success goes on quietly and by degrees, and challenges no special attention. Instead, therefore, of leaning on blind chances, one in a thousand of which will not be realized, we say, compel success by your own efforts. "Brain is king, and industry is prime minister." When these members of the business cabinet are well affected towards each other they can do all the work necessary, and we have no hesitation in saying, that any young man who exercises the one and cultivates the other, will, in due time, reap the substantial fruits of success.

FLAX AND LINEN.

NO movement in connection with the industry of Canada has been more deserving of praise than the introduction of flax as a crop, and the manufacture of linen goods. The success which has attended the exertions of Mr Donaldson and others, has been extremely gratifying, and affords our people much cause for congratulation. The addition of a single crop to the productions of a country, is always a very fortunate circumstance. But the importance of the flax crop to our farmer is greatly increased by the fact that of late years wheat has frequently proved a failure—the winter frosts, and the weevil and midge, alike contributing to this result. Those who have turned their attention to flax-raising, are no longer entirely dependent on the wheat crop, and in many cases this fall, farmers have been getting good prices for their fibre and their seed, whilst their neighbours have been lamenting that their fall wheat turned out so badly. When farmers enter still more largely into the raising of flax, we may expect that much benefit will be conferred upon the whole country, and that with a greater variety in the nature of our annual crops, the prosperity of the Province will be more steady and less liable to fluctuations.

The quantity of flax raised throughout Canada during the past summer, we are glad to learn, has been much larger than for any previous years. Exact statistics on the point are not obtainable, but from the way in which the numerous flax mills now in operation have been kept supplied with the raw material, there seems no reason to doubt the opinions of those in the best position to know. This increased production is the best evidence as to whether flax will pay for cultivation in Canada. When those who have tried it, sow a wider breadth of land the following season, it affords pretty conclusive evidence that it can be made to afford a satisfactory return.

Scarcely second in importance to the fact that our farmers are now cultivating the raw material largely,

is the presence and operation of several large linen manufactories and oil mills in different sections. The latter, in which large quantities of linseed oil are made, do not call for much comment, but the linen establishments are a very important and gratifying addition to the manufacturing industry of the country. The principal of these are, as we have before had occasion to remark, the factories of Gonderham & Co., of Streetsville, Elliott, Hunt & Stephen, at Preston, and Pernie Bros, a. Doon. These are now turning out large quantities of goods of excellent quality, among which can be obtained bleached and unbleached linen, sheeting of different kinds plain and figured towelling, bagging, logging cloth, cordage and twine. Samples of several of these were exhibited at the Upper Canada Exhibition held in Toronto in September last, and good Judges did not hesitate to pronounce them equal in quality to the same class of articles turned out of the best British looms. They have also been found on the shelves of our wholesale merchants for many months past, and whilst, doubtless, improvements may yet be introduced, we believe the goods have given very general satisfaction. The advantage of such establishments to Canada, can hardly be too highly estimated. It is calculated that \$5,000 worth of raw flax is enhanced in value to \$25,000 by the different processes it undergoes before it is completed. The difference between the two sums is principally expended upon labour—a fact which shows very clearly the advantages of linen manufacture to our labouring population.

We hope to see more of these mills erected before many years. Raising, as we do, the raw material at home, they ought to make a reasonable return for the capital invested in them, and we need hardly add that there is a large field open before them. In 1854 there were imported to Montreal of Linens alone, to \$6,046 worth, and in 1855, to the amount of \$3,329. This is for Montreal alone, and is only one variety of the articles which the linen manufactures produce. Under these circumstances, there is room for a larger development in this branch of manufacturing, and we trust to see it go on until we require to bring very little from abroad.

All farmers who have tried to raise flax have not, we believe, found it plain sailing. That everybody should be successful with a new crop, could hardly be expected. There are some failures even in raising those products most common to our lands. What could be more uncertain than fall wheat now-a-days? When, in addition to this, it is remembered that but little practical information existed as to the best mode of sowing and raising flax, it would be very singular if universal success had attended the efforts to introduce it. But now that it is becoming known which are the best lands upon which to sow it—how the ground should be prepared—and the crop pulled and cured, we may expect success to be as general as in the case of other crops. We hope, consequently, to see our flax and linen trade go on and prosper.

A WORD FOR THE MANUFACTURERS.

(To the Editor of the Trade Review.)

IN your issue of November 16th are two articles touching the move now being made by our manufacturers in this country. The writer, on behalf of the association formed in Canada West, wishes to correct an error you have fallen into in attributing to their organization the holding of extreme protectionist views. Their sentiments and line of action adopted in September last are now no secret, having been in print since the 5th of October, and in pamphlet form have gone into the hands of hundreds throughout the country.

The constitution of this society says: "We deprecate the recent action of our legislature in its sudden and violent changes of our tariffs of customs, as being prejudicial to the general welfare in checking present and prospective enterprises, which promised employment to the numbers of our population who, in want thereof, are leaving daily to seek it in other lands, and as inimical to our individual interests in inviting foreign competition to divide with us our limited local trade."

"That we view the interests of agriculture and manufacture as identical and reciprocal, each giving sustenance to the other, and that we look with confidence to the aid of our farmers and wool-growers, in placing both interests beyond the reach of foreign interference."

"Its general purpose shall be to encourage progress in manufacturing by promoting invention, disseminat-