

## BRITISH TRADE WITH CANADA.

As noted briefly by cable the other day, the trade between Canada and the Motherland, for the first eight months of 1891, is very satisfactory in all its proportions, and even shows an expansion as compared with the same period last year, which, as far as one own figures have been published, was a very good year. From January to August, inclusive, this year, Canada exported to the Motherland products to the value of £25,000,314, against £19,956,231 in 1890. The increases in detail are of special interest and importance to the farmers, being as follows:

	1890.	1891.
Cows.....	£ 51,308	£ 83,125
Calves.....	701	772
Sheep and Lambs.....	50,710	51,672
Wheat.....	181,314	657,333
Wheat flour.....	191,824	307,069
Butter.....	20,089	32,823
Cheese.....	960,887	968,857
Copper ore.....	5,747	16,410

There are slight decreases in the values of the fish sent, and a rather considerable decrease in the value of lumber, which is due to the somewhat dull condition of that industry at present. In other respects, however, the increases, it will be seen, are very satisfactory, the trade, as a whole, being not far off a quarter of a million dollars ahead of the first eight months of 1890. Our farmers will note with satisfaction the growing demand for cattle, sheep, wheat, butter and cheese, indicating where the market for the most remunerative products of the farm is to be found.

The Motherland has no reason, either, to quarrel with the purchases made from her by Canada, during the same time the exports to Canada being about a quarter of a million dollars ahead of the first eight months of 1890. The increased purchases are in those lines of manufactured goods which the McKinley tariff struck at so ruthlessly. For example, Canada has taken more cotton, jute and linen piece goods, more worsted fabrics, more carpets, more hardware and cutlery, more tin plates, more wearing apparel and more haberdashery. In short, Canada's purchases from January to August, 1891, amounted to £3,441,053, against £3,395,550, and it is not unreasonable to expect that this expansion of trade with her colony may incline the Motherland to think of a policy that would still further increase the consumption of British goods in Canada. —*Toronto Empire*.

## A WORD TO THE YOUNG MEN.

Too many young men at the present time have an altogether wrong impression of life. Seeing those about them in a prosperous business, employing a large capital, with an immense plant, and doing business on a large scale, they are ambitious to do the same. They do not stop to consider that it has taken years, possibly generations, to develop what they see. They only see it as it is, and believe that in order to become successful it is necessary to do business in the same way, upon the same extensive scale.

A prominent writer says that the great industrial enterprises of the world have, as it were, developed unconsciously to those who have been their principal manipulators. Many of them have commenced

so insignificantly that some of our bright young men of to-day would scorn the idea of commencing life in a similar manner. It is said that one of the largest sugar refining institutions of the world was commenced by a single little virtually over a kitchen fire, and we know positively of one business which was capitalized very recently for a couple of million dollars that was started in a small wash kitchen, when the stock in trade, fixtures, machinery and business utensils would not have brought \$20 under the hammer, and the man who started it lived to see it placed on the market at \$2,000,000, and declared several years successful dividends. We know of another business enterprise, which to-day is worth at least \$2,500,000, that was commenced on \$100, and that was borrowed.

Constant dropping wears away the stone. Constant work, intelligently directed, brings success. It is idle to say that there are no opportunities and things are not what they used to be. The opportunities of to-day are just as great as they ever were, if we only have the ability and the energy to take advantage of them. Mistakes will occur, and bright prospects are sometimes blasted, but the fault generally lies with the individual, and not with the circumstances or with the opportunity. We have heard men say that they have failed to do certain things because circumstances have been against them. Our reply is that they failed because they did not have the ability to make the most of their opportunities and guard against loss. There are many palliating circumstances, we must admit, but it is the individual who has the ability to get up and get who brings success. Many men fail; some men fail often. Yet all of these ultimately succeed, simply because they do not and will not give up. They are just as ready and eager for the fray as they were before they had been knocked down twice. Indeed, the partial failure has only acted as an incentive for increased effort.—*Exchange*.

## RAIN MAKING.

An El Paso, Tex., despatch, says: The governor of Chihuahua and many prominent men from Mexico, New Mexico, Arizona, Colorado and all over Texas came here to see the rain experiments. The sensational carrying away of Mr. Ellis and his subsequent rescue had served to bring visitors from all the neighboring country. The day was made a sort of general holiday. The act of sky bombardment was begun early in the morning and continued until late in the afternoon. At about 5 o'clock, the horizon began to pile high with clouds. By 6 o'clock lightning was playing all around the horizon, and far-away rain could be seen coming down in several places, but not a drop fell here at 9 p. m. However, it looked as if it would rain before morning. The barometer which, early in the morning, registered exceeding high, was then falling.

## HE KNOWS THEM BOTH.

Teacher—Johnny Cumso, if your father can do a piece of work in seven days, and your Uncle George can do it in nine days, how long would it take both of them?  
Johnny—They'd never get it done. They'd sit around and swap fish stories.—*Epoch*.

## REVIEW OF TRADE.

The *Canadian Journal of Fabrics* has the following review of trade for September: As foreshadowed in our review of last month, there is a more confident tone to business all through the country, and though money from the new grain crops has not begun to flow in yet, there is every prospect of a large fall trade. The "settling day," the 4th inst., was a poor day at the banks, and what would be the condition of things in the dry goods trade to-day were it not for the providential dispensation of a bountiful harvest, it is hard to say. Never have a class of merchants had more reason to be grateful for a harvest than the dry goods merchants of Canada for the harvest of this year. The proceeds of the harvest should be faithfully applied to the liquidation of old accounts and a general squaring up. That merchants should combine to reform their methods of credit is, however, a great thing to ask in view of the apathy existing on the subject.

The frosts in Manitoba and the Northwest have gone in streaks only, and though a few narrow strips of territory have been rather seriously affected, the damage will not be very severe, as vast tracts of land are not affected at all. The result of the harvest in the West must be to attract thousands of fresh settlers there next year. From every province the crop reports are favorable, and in wheat alone the surplus available for shipment to foreign countries is variously estimated at 20,000,000 to 30,000,000 bushels, which means almost as many dollars brought into the country.

Letters and telegrams are constantly being received from retailers and from travellers, giving fresh orders, or increasing their former ones; while the crop of bankrupt stocks on the market has happily fallen off of late. This improved condition of trade is already having an effect on the woolen manufacturers and the hosiery branch is now particularly brisk.

## ROTHSCHILD'S MAXIMS.

The elder Rothschild had the walls of his bank placarded with the following curious maxims:

Carefully examine every detail of your business.

Be prompt in everything.

Take time to consider, and then decide quickly.

Dare to go forward.

Bear troubles patiently.

Be brave in the struggle of life.

Maintain your integrity as a sacred thing.

Never tell business lies.

Make no useless acquaintances.

Never try to appear something more than you are.

Pay your debts promptly.

Learn how to risk your money at the right moment.

Shun strong liquor.

Employ your time well.

Do not reckon upon chance.

Be polite to everybody.

Never be discouraged.

Then work hard and you will be certain to succeed.