

in them an ambition to do their work well, which is just the spirit we should like to see in boys.

Any boy who will take the trouble to do his work well cannot but get on, employers are looking for them and such a boy is always advanced.

My experience has been that English boys are better grounded than Canadian boys, yet once our Canadian boys get a grip on their work and their ambition is whetted they seem to grow more alert than English boys and to have greater possibilities. Their chief defect is the attempting of quantity rather than quality, and if they were taught to be more careful there would doubtless be much improvement. In taking notes and in writing out arithmetical examples, neatness and order should be insisted on and the habit of thoroughness fixed.

The first object seems to be to attract the prospective business man to the universities. The sons of well-to-do business men will often attend because of the associations; but I find that many business men hesitate to send their boys to a university, because though they gain knowledge they lose in the power to act. They are also apt as graduates to feel themselves above that study of detail which is the foundation of a business man's training, and on this account fail to obtain a thorough knowledge of minor matters that cannot very well be acquired later in life.

There is one danger that I think should be guarded against by university men entering business life. At a Queen's Alumni dinner in Toronto last winter one of our ablest journalists said that so long as our colleges turned out "wooden men," journalists must hesitate to look to them for their raw material; and the president of one of our railways recently wrote in reply to an enquiry, that although two great railway companies had their headquarters in a city in which were educational institutions lavishly endowed with the finest equipment, they were obliged to look outside these institutions for live young men, because of the impractical attitude of the students towards their work. It is easy enough to find theoretical men only and also those who are practical only. But if our universities can turn out men who combine these qualities, they will accomplish work of the highest value. The trouble seems to be that students have knowledge instilled into them instead of being taught to observe, to think and to act.

EFFECTS OF OVER-PROSPERITY.

A nation which has practically "retired" from business, and which is in receipt of an enormous income gained without hard work, is obviously running the risk of going out of training. Men of science tell us that the individual or species adapts itself to its environment—or perishes; and a community that, after long struggling, adapts itself to difficult circumstances, will, in the process, develop strength, address, and endurance, as they are required, for neces-

sity is the mother of many other children besides invention. Yet, there are more dangers in the victory than in the battle. It is possible to be over-successful, and over-prosperous, which condition may lead to sluggishness, self-complacency, and false security. For that reason it is a matter for congratulation that the challenge to our industrial supremacy has come before England has carried the "go easy" policy too far, and before her people have become demoralized. So long as the term is unjust, it is doing us a real kindness to describe this country as effete and 'played out,' and thus turn our thoughts to the direction in which we may be tending. Similarly, an occasional period of bad trade, whatever regrettable hardship it may inflict on the individual, has a strengthening influence on a nation that has not dissipated its powers of recuperation.—Traction and Transmission, London.

Commercial

MONTREAL MARKETS.

Montreal, October 30th, 1902.

Ashes.—A continued absence of demand is noted, and in the absence of any trading prices are more or less nominal. We quote, first pots, \$4.35 to \$4.40; seconds, \$3.65 to \$3.70; pearls, \$6 to \$6.50 per cental.

Cements and Firebricks.—Receipts of Belgian and German cements continue unusually heavy, the figures for the week ending to-day being 10,683 brls. and 104,000 bags. The demand continues good, and prices steady to firm. Receipts of firebricks 111,000 for the week.

Dairy Products.—Last week was another active one as regards shipments of both butter and cheese. Ten steamships took out 125,162 boxes of cheese, as compared with 98,365 boxes a year ago, and exports of butter aggregated 44,262 pkgs., as against 29,266 pkgs. for same week of 1901. Shipments of butter are now nearly 100,000 pkgs. ahead of last year and 220,000 pkgs. ahead of 1900. The market for butter is quite a firm one, holders of finest townships creamery quoting 21c., though buyers appear loth to accept these figures. Cheese also occupies a strong position, prices as quoted last week not having weakened apparently.

Dry Goods.—City retailers are reported to be paying up well, evidently finding business pretty good, and a little flurry of snow to-day will likely give an additional feeling to trade. Country business is also reported satisfactory, stocks apparently being well broken into, and sorting orders are coming in well. All values in textiles are reported as showing firmness, but no specially new features are to be noted.

Furs.—The results of last week's fur sales in London are cabled as follows: Skunk sold 15% lower than last March; mink and marten, same as last March;

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