

The Commercial

WINNIPEG, MARCH 6, 1883

NECESSITY OF BUSINESS TRAINING.

In tracing back to its origin the causes of the financial embarrassment, and in many cases failures which have occurred throughout not only Manitoba and the North West, but in old Canada and the United States as well, there is one important factor which has been but little taken into consideration. We refer to the fact of numerous people rushing into business wanting the training and experience necessary to ensure success. Men came up here from other provinces whose attention had never been turned from mechanical or agricultural pursuits. The rush of business which they noticed on their arrival in the country enticed them away from the paths of labor they had been wont to tread, and in which if they did not attain to affluence they earned a good living. They decided to abandon their former pursuits and go into storekeeping. Their capital was limited, but still they had sufficient to pay a certain percentage down, and could obtain the balance of goods necessary on credit. They went into business here or in some outlying town or village without any practical knowledge of the goods they intended to handle, of what profits should be had, and in many cases without the necessary knowledge of book keeping. Embarrassment was the consequence and failure often followed as the inevitable result. It is a recognized fact that a man cannot enter into any branch of mechanical industry and be successful without a practical education in the particular branch he intends to follow. The rule works both ways. What is true of mechanical holds equally good in mercantile pursuits. It is but seldom we hear of a man who has spent the best years of his life in mercantile life changing his vocation to that of an engineer or any other mechanical occupation. But the reverse is too often the case, and to this cause may be attributed the large number of insolvents that swell Dun Wiman or Bradstreets list every month. If these experimental merchants were the only sufferers the damage would not be so great. But aside from the direct pecuniary loss to those from whom

they obtain goods on credit, the injury to old and well established merchants is great. The rash and erratic competition which is created demoralizes business and thus in the end it frequently happens that all are worse off than they were in the beginning. A thorough training is essential to every one who starts a business, no matter what department it may be in, and those who attempt it without the necessary experience can hardly hope for success. An exceptional case may meet with prosperity but it is far from being the rule.

BRANCH LINES.

Last week we referred to the necessity that existed for branch lines running from the main line of the C. P. R. into the settled districts on either side. Every day brings additional evidence of the need that is felt in this direction. Farmers in southern Manitoba have wheat that can be counted by thousands of bushels which will never find a market this season. The cost of hauling it to the nearest and most available point is sufficient to almost balance the account and leave but a small margin on the credit side. And this (leaving the real estate boom out of the question) is one of the chief causes of the financial embarrassment that exists to-day. This cannot be denied, and until it is remedied we cannot hope for a much better state of affairs.

Were all the grain now lying in farmer's bins put on the market, and could they afford to deliver it at paying rates, the financial aspect would be changed. The building of branch lines into the thickly settled parts of the country is of infinitely more importance to Winnipeg and the whole North-west than the construction of the line across the Continent. We want our through communication with the western seaboard, but the people of the country should not have a single eye to that one objective point, but look at the same time to their own interests. Branch lines into all the settled districts are a necessity, and must be had.

RAILWAY MATTERS.

The benefits of railway competition between Winnipeg and eastern points are already being felt. The keen rivalry that has sprung up between the Grand Trunk and the Canada Pacific cannot but result in a much more satisfactory state of af-

fairs than has heretofore existed. The C. P. R. have instituted a series of fast freight trains to run between Montreal and here. The first of these left Montreal on Tuesday, February 20, and arrived here on Thursday, March 1, being only nine days on the road. This time was made in the face of a serious delay owing to an accident to the transfer steamer at Brockville. Other regulations in connection with freighting have also been made which will prove a great source of relief to both shipper and consignee. In the past there has been considerable complaint about the charges for transportation being greater when payable here than was expected. Now there is appended to circulars regarding fast freight lines the following note: "All rates inserted on the face of the bill of lading, properly indorsed at Montreal, will be protected here."

Hitherto the arrangements with other lines were not in a sufficiently satisfactory condition to allow of any rate being filled in on shipping bills, and very often the rate charged was more than the shipper had been led to expect. This trouble will now be at an end, as the agent here will honor all rates properly initialed by the agents at the points from which the goods are shipped. All overcharges will be settled promptly, and the consignee will only be called upon to pay what appears on the face of the shipping bill.

BANKRUPTCY LAW.

The present condition of trade and the numerous cases of financial embarrassment that occur, make business men consider as to whether some easier and more equitable mode of dealing with the assets of insolvent estates. The Americans acknowledged the necessity of some kind of insolvent law. In Great Britain there has of late been considerable agitation on this question. Mr. Chamberlain, the President of the British Board of Trade, recently expressed himself very sensibly on the subject, and the high position he holds in commercial circles renders his remarks all the more worthy of consideration. In dealing with the question of bankruptcy reform he said that the main objects to be kept in view were in the first place that dividends on bankruptcy estates should be as large as possible, and that the distribution of assets should be honestly and satisfactorily conducted, and, in the second