

The Commercial

A Journal of Commerce, Industry and Finance, specially devoted to the interests of Western Canada, including that portion of Ontario west of Lake Superior, the provinces of Manitoba and British Columbia and the Territories.

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The Commercial certainly enjoys a very much larger circulation among the business community of the country between Lake Superior and the Pacific Coast, than any other paper in Canada, daily or weekly. By a thorough system of personal solicitation, carried out annually, this journal has been placed upon the desks of the great majority of business men in the vast district designated above, and including northwest Ontario, the provinces of Manitoba and British Columbia, and the territories of Assiniboia, Alberta and Saskatchewan. The Commercial also reaches the leading wholesale, commission, manufacturing and financial houses of Eastern Canada.

WINNIPEG, JUNE 26, 1893.

On Beginning Business.

In country towns connections have a great deal to do with the success of the storekeeper. For instance, writes a correspondent in *Merchants' Review*, if a would be merchant proposed to set up a rivalry against an old established and respectable dealer, the writer would certainly feel inclined to advise him to think well before so doing, but if he replied that his "connection" was sufficient to establish a business, it might overrule the objections. Friends and acquaintances, however, ought not to be implicitly relied upon. They are, as a rule, more exacting and less easily satisfied than the general public. The writer has known, in his nearly 40 years' experience, many an unfortunate victim to the promises of friends, who has opened with the most glowing prospects and closed with the most disastrous results. Your friends, of course, expect you to give credit, and are surprised that you should be so importunate about those "little bills;" they may possibly remind you of certain obligations that you are under to them for past favors. By and by your friends discover that your goods are not a whit better nor cheaper than those of other merchants, and soon find fault with goods purchased of you, comparing them to their disadvantages with articles bought by neighbors at rival stores. It is not long, perhaps, before some of your warmest friends leave you for some other dealer, forgetting, of course, to settle their accounts, and when you remonstrate, you lose not only your friend and customer but your money also. The sole reliance of the beginner in the retail business should be in the integrity of his transactions, the reasonableness of his prices and the civility of his demeanor. He should make it the interest and the pleasure of the consumer to his store. If he pays due attention to these points he will make

Religious and political connections are easily formed in small towns, where the minds and habits of every man are known to his neighbor, but the merchant should never seek to make the pretense of religion a means of worldly progress. If he does, in all probability the truth will out some day, he will be condemned as a hypocrite, and having built his expectations on so substantial a foundation he and they will come to grief together. In these days of toleration a man may hold any religious opinion if he do so becomingly. The store is the place to practice the principles taught in the place of worship, but it is not the place to traffic under the cloak of religious reputation. The same with politics. A good citizen will discharge his duty to his town and state conscientiously. Let him allow others the freedom of opinion which he claims for himself. There are proper times when we have political duties to perform; but in the place of business let not the storekeeper weigh the opinions of other men, as he would have his merchandise, in brass scales. Politics is the business of the state; fair dealing is the business of the storekeeper, and while the writer is the last to say that men should not recognize and discharge political duties, he does assert that they should neither seek nor bestow custom for party purposes.

A Hint to Young Clerks.

Said an old man of eighty, whose career had been one of marked success: "It is a great thing for a boy to have a nail to hang his hat on." He had possessed such a nail in his mother's old kitchen, and all the family were taught to respect it. If the broom was hung on Henry's nail it was quickly removed, and nothing was allowed to interfere with the little orderly habit he had been so early taught, of hanging up his hat instead of throwing it down when he came in. It seemed a small matter, yet he felt it had done much for him in helping to make him an orderly, careful, systematic man.

Once get the seed of a good habit well planted, and then stir the soil properly, and it will grow and multiply. It is surprising to see how one grain of good wheat will, under favorable circumstances, increase. A farmer at the West, who had plenty of rich prairie soil, tried the experiment, and at the end of the third year reported seventeen bushels as the proceeds of the one grain. Akin to this is the growth of good or evil habits in our characters. Each is likely to bring with it a harvest.

Looking through a boy's personal possessions would tell more about his characteristics than any letter of recommendation. As this is a way of determining character always open to yourself, it is well sometimes to take a survey with a view to becoming better acquainted with one's self. Throwing things around, and stirring up things in a trunk or drawer to find missing articles do not point toward a successful business career. Thrift and advancement seldom seek such quarters.

When one is really satisfied that here is his weak point, it is good to make a beginning towards a reformation. A nail to hang his hat on is something. A shelf of books set in orderly array is encouraging every time one looks that way, and once get the business fairly started it will be far easier to keep things in order than not. Very disorderly people have turned squarely round and become just reverse. It is a quality more cultivated than is generally supposed. Indeed, reformed people, I have noticed, are apt to carry the matter to an extreme, but it was much more to their advantage than the opposite. Still, the earlier it is commenced the better, and the more thoroughly it is extended to all the affairs of life, the greater will be the chance in one's favor. No

Cut versus Wire Nails.

There are over three hundred varieties of nails in existence, deriving their names chiefly from the shape of their heads and points, or according to the purpose for which they are generally used. Two of the classes in most common use are those known as cut nails and wire nails. The former are cut by machinery out of sheets of iron and have their angles sharp but rough; the latter are known also as French nails (a pointes de Paris) are round, very tough and are supposed to possess the good quality of not splitting the wood when properly used. In some recent experiments in the United States to ascertain the relative holding power of these two classes of nails some interesting facts were developed. In the 58 series of tests, comprising ten pairs of cut and wire nails, of one size and weight, driven into spruce wood, 1160 nails were used, varying in length from 1½ to 6 inches, and in each case the cut nails showed superior holding power. An analysis of the several tests is as follows:

In spruce wood in nine series of tests, comprising 9 sizes of common nails (longest 6 inches, shortest 1½ in.) the cut nails showed an average superiority of 47.51 per cent.

In spruce wood 6 series of tests, comprising six sizes of light common nails (longest 6 inches, shortest 1½ in.) the cut nails showed an average superiority of 47.40 per cent.

In spruce wood, in 16 series of tests, comprising 15 sizes of finishing nails (longest 4 inches, shortest 1½ in.) the cut nails showed an average superiority of 72.22 per cent.

In spruce wood, in six series of tests, comprising 6 sizes of box nails (longest 4 inches, shortest 1½ in.) the cut nails showed an average superiority of 50.88 per cent.

In spruce wood, in 4 series of tests, comprising 4 sizes of floor nails (longest 4 inches, shortest 2 in.) the cut nails showed an average superiority of 80.03 per cent.

In spruce wood, in above 40 series of tests, comprising 40 sizes of nails (longest 6 inches, shortest 1½ in.) the cut nails showed an average superiority of 60.50 per cent.—*Hardware.*

New Cotton Fields.

The *London Pall Mall Gazette* says:—"It is remarkable what progress is being made in cotton cultivation in countries new to the plant. Odessa advices state that cotton-growing is making such progress in Russian Trans-Caspia that the Russian spinners in Moscow, Lodz and the other centres will very soon be in a position to discard the American product altogether. Seeing that it is only eight years since experiments were inaugurated in this quarter, the strides made are nothing short of marvellous. At the last meeting of the Manchester Chamber of Commerce samples of cotton were shown which had been grown, the one at Witu, in British East Africa, and the other at a place near Belize, in British Honduras. The latter resembles rough Peruvian, and has been valued in Liverpool at 4½d per pound. Should it, however, as seems likely, prove a useful substitute for Peruvian in the adulteration of woollen goods it will easily command 1d more per pound. It can never enter into competition with the American article. East African cotton, on the other hand, will probably prove in time to be a formidable rival to the latter. The yield on the 200 acre plantation at Witu was at the rate of 400 pounds per acre, and the best average in America is that of Louisiana, which is 223 pound, while the average for all the cotton states is no more than 162 pounds per acre. In quality, moreover, the Witu cotton ranks as Sea Island Substitute."