

This complaint is more easily answered, for there is nothing in it requiring explanation. The raw material, viz., coal, pig iron, bar iron, zinc, copper, lead, &c., were all admitted either free or at very low rate of duty under the old tariff, but, as it has become necessary to raise a larger revenue, they have been subjected to duty, while the duty on the manufactured articles have also been increased. The complainant states that "protection was not required," but he himself admits that, owing to the increased cost of raw material, he is unable to furnish his goods at the old prices, which proves that it was necessary, when imposing duties on the raw materials, to increase them on the manufactured article. Of course the consumer must pay the duty in the form of an increased price, just as the consumer of coal will have to pay it more directly. As to the reduction of wages it is only necessary to remark that the price of labor, as well as of the products of labor, must depend on the supply and demand. The foundryman has failed to substantiate a grievance. Just as the merchant adds the duty, together with the cost of carriage, insurance, interest of money, &c., to the first cost of his goods, so this foundryman must add the duty on his coal, pig iron, &c., to his other charges, and get them out of the consumer. We doubt very much whether wages would be increased if all the duties were taken off, and we can discover no ground why an increase of duty should fall on the operators rather than on the consumers. A machinist also, we presume, from Guelph writes in the same tone:

Of course the increased price of our raw material compels us to increase our prices to the consumers, and if we can't do this we must shut down our establishment. The tariff will favor large capitalists by crushing out those with small capital, and so create a monopoly. The working classes are the first and greatest sufferers by the tariff, as there has been a general reduction of wages since the change of Government, and especially since the introduction of the tariff.

We own that the above strikes us as being written for the purpose of creating discontent in the minds of the people. The increased revenue of upwards of \$2,000,000 cannot be raised except from the consumers, who are the whole people, but it must be borne in mind that if they pay increased duties, the price of goods of all kinds is much lower. We confess that we think that the Finance Minister might congratulate himself on the success of his tariff if no better founded complaints could be made against it than those which we have noticed.

### THE COUNTRY STOREKEEPER.

A country store is perhaps in many respects the best school for the development of the perfect merchant. To become familiar with cloths, laces, buttons, needles, tea, tobacco, cutlery, hardware, drugs, dye stuffs, toys, patent medicines, foreign fruits and tin ware, and to become a judge of and to handle and manage the various commodities offered by customers in exchange for supplies, is only a limited enumeration of the qualifications a country business requires. The life of an active and earnest country storekeeper is full of toil and anxiety. He has to do with ever-changing values, ever-changing men and ever-changing circumstances. Bills are maturing; customers are defaulting; goods are depreciating; an inclement season interferes with his collections; short crops curtail trade, yet whatever troubles are impending he must carry a cheerful face. The farmer may grumble and usually does so, but the man of trade, if he is shrewd, will not deeply complain; he "braces up," and continuing the even tenor of his way, from selling a village belle the newest dress pattern he steps out and measures a load of wood or lumber, or takes in butter, wool or furs, anything his customers have to barter.

It is not the extent of a business, or the amount of money one makes in a given year that yields to the trader satisfaction and position; it is rather the management of a legitimate business, great or small, on sound principles, and to save a surplus, much or little every year not to be frittered away in useless expense or speculation, but to be carefully husbanded to bridge over fires, panics and every form of hard times. The strict adherence to this policy has brought success to many of our country storekeepers. Many concerns have risen and fallen round them, owing to the absence of a few of the business man's qualifications. One store was opened by a young man fresh from college, who had found the avenues to the professions too crowded; he sought business as a better field for his abilities, unaware that the usual mere theoretical studies are rather a bar to success than otherwise in practical commercial life. A farmer's son opened another store, under the common delusion among his class that a country merchant has an easy life compared to that of the farmer. Both failed from opposite causes; one was too active, the other one was too slow. Sudden spurts of activity and sinking into sloth are equally dangerous.

Steadiness and firmness of purpose are indispensable to a country merchant. Is he to be persuaded by the eloquence of a reckless commercial traveller into buying goods he does not need? Is he to be tempted to purchase a lot of unfashionable merchandize, though offered at an awful sacrifice? He knows what his business requires, he knows his means, and will not depart from the conduct which prudence has marked out.

A well assorted country store is the highest exhibit of the interchange of commodities evolved by the commercial intercourse between nations. Spices and condiments from the islands of the far East are stored alongside coffee and produce of Brazil; bags of Patna or Rangoon rice are piled beside barrels of rice raised on the West Atlantic coast; Nitrate of soda from Peru and Chili are found among alkalis of our own make, and golden oranges and lemons of the Mediterranean shores vie in beauty with the fruits of our orchards; textile fabrics from all parts of the world answer every requirement of comfort or fashion; drugs and dyes, grown or produced under so many different and remote skies, are at the disposal of our industry, and nothing conducive to the satisfaction of any human need is left neglected.

The merchant through whose enterprise such a store is successfully conducted among us is the pioneer of a high civilization, and the builder up of the best social conditions among men.

### A STARTLING INVENTION.

An invention has recently been made in England which casts into the shade all previous advances in labor-saving machinery and bids fair, for a time at least, to restore to British manufactures that trade of which the Americans have been gradually depriving them during the last few years. When, some weeks ago, we read of this invention in our English exchanges, we could scarcely credit it that the march of improvement could reach thus far. In a mill near Lowmoor, in the vicinity of Bradford, England, there is now running machinery which is left forty-eight hours without any person attending to it, working the whole of that time, and producing a beautiful fabric without any flaw in the goods or mistake in the machine. This mill is now running 132 hours per week, starting on Monday morning at half-past five, and running until Saturday night at twelve p.m., only stopping the machinery during the day for cleaning. During that time the fabulous quantity of 200,000 yards of fabric can be produced, the machines also working forty